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THE

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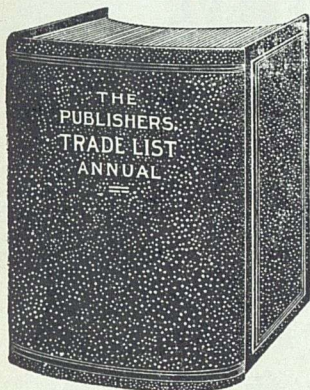
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Under "Books for Sale," or for other small undisplayed advertisements, the charge is 10 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line. See under "Books Wanted" for special rates to subscribers.

Advertising copy should reach us Tuesday noon—earlier, if proof is desired out-of-town. Forms close Thursday noon.

PUBLICATION OFFICE, 298 BROADWAY, P. O. BOX, 943, N. Y.
R. R. BOWKER, Editor and Publisher.

INDEX TO ADVERTISERS.

	PAGE
Baker & Taylor Co.....	761
Baker's Great Book Shop	760
Bobbs-Merrill Co.....	706, 707
Books for Sale.....	759
Books Wanted.....	754
Business for Sale.....	760
Business Opportunities (Classified).....	763
Cazenove (C. D.) & Son.....	760
Clode (E. J.).....	708
Doubleday, Page & Co.....	712
Electrical Testing Laboratories.....	761
FitzGerald (Desmond), Inc.....	711
George (Henry).....	760
Help Wanted.....	760
Houghton Mifflin Co.....	709
Ideal Book Mailing Corner Co.....	760
Jenkins (W. R.) Co.....	760
Kay Printing House.....	761
Kellogg (A. H.).....	761
Page (L. C.) & Co.....	705
Publishing Adjuncts (Directory of).....	752
Situations Wanted.....	760
Special Notices.....	760
Special Sales.....	759
Spencer (Walter T.).....	760
Stokes (F. A.) Co.....	764
Tapley (J. F.) Co.....	761
Trade List Annual.....	710
Wycil & Co.....	760

NOTES IN SEASON.

EDWARD J. CLODE, New York, announces as just ready "Plain Facts on Sex Hygiene," by William Lee Howard, M.D., a book that may do a great deal of good in the community if properly presented.

A STORY of heroism and loyalty by Harry Irving Greene, which Desmond FitzGerald will publish about September 1, is "Yozondé of the Wilderness." The book has an Indian heroine and a hero belonging to the white race, both of whom are thoroughly satisfactory.

EVERY summer the tale of lives lost by drowning is very large—so many people know nothing about swimming or life-saving. The Young Men's Christian Association Press have just issued a book giving instruction in

swimming, floating, diving, life-saving, water sports, etc., which if carefully followed should prove a means of preventing much loss of life through ignorance. The work, "At Home in the Water," is by George H. Corsan, an instructor in swimming of wide experience.

DOUBLEDAY, PAGE & COMPANY issue this week a new travel story, "The Motor Maid," by C. N. and A. M. Williamson, whose tales of motor journeying are so well known. The Riviera is the scene of this story, which is concerned with a charming heroine, who is forced to take a position as lady's maid, and a chauffeur-hero, who is not really a chauffeur.

FREDERICK A. STOKES COMPANY announce two stories for boys that fill all the demands for thrilling adventure the most exacting of youthful critics can make. Harold Bindloss's "The Boy Ranchers of Puget Sound" tells of a boy forced to earn his living, who goes to a ranch on the Pacific coast, where he and the owner's son learn all the ins and outs of ranching and besides have exciting times tracking down a gang of Chinese opium smugglers. The other book belongs in *The Boy Explorers Series*, and is by A. W. Dimock, author of "Dick in the Everglades."

L. C. PAGE & COMPANY announce a new novel, "The Lead of Honour," by Norval Richardson, a newcomer to the fiction field. It is a story of Natchez, Miss., in about 1830, and the central character is Sargent Everett, a young lawyer, in whom many will recognize a portrait of the Hon. Sargent Prentiss. Young Everett's struggle for recognition, his final success, his brilliant progress in his profession, are matters of absorbing interest. His love, his hope, his struggle with self, his temptation and renunciation, and always his steadfast following of the lead of honor form the themes of the novel.

THE BOBBS-MERRILL Co. announce this week a new novel by Mary Roberts Rinehart, the author of "When a Man Marries," "The Circular Staircase" and "The Man in Lower Ten." The title, "The Window at the White Cat," is the most curiosity-provoking of any yet, and the publishers assure us that the plot is fully as stimulating as the title. From the outset the reader is put into exactly the right relation with the author, characters and story. There is a sharp, brisk start, a robust, impenetrable plot, and there are people that must be either liked or disliked, for they cannot be escaped. Fortunately, most of them, including charming Margery Fleming, Knox, the young attorney; Miss Letitia Maitland, deaf, peremptory and interested in colored orphans; Miss Jane, timid and mousy and used, at the age of seventy, to being sent from the room; Burton, the gay and genial reporter, are extremely likable. The solution of both mysteries—for the book has two—is satisfactory, while that regarding Miss Jane is, well, it is delicious, that is the only word for it. Mrs. Rinehart, sitting back with her quiet, subtle smile, lets him think so. Her fun comes in when he sits up with a jerk of surprise as she discloses her double-decker secret in the last astonishing chapter.

Weekly Record of New Publications

The entry is transcribed from title page when the book is sent by publisher for record. All books sent, unless of slight importance, are given descriptive annotation. Prices are added except when not supplied by publisher or obtainable only on specific request. The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederick; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. (48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow. For books not received sizes are given in Roman numerals, 4°, 8°, etc.

Addison, Jos. Selections from Addison's *The Spectator*; ed. by J. H. Lobban. N. Y., Putnam, 1910. 248 p. 12, cl., 40 c. net.

Allen, Ja. From passion to peace; or, the pathway of the pure. N. Y., Crowell, [1910.] c. 52 p. D. cl., 50 c. net.

By the author of "As a man thinketh," etc. The first three chapters, Passion, Aspiration, and Temptation, represent the common human life, with its passion, pathos, and tragedy; the last three, Transcendence, Beatitude and Peace, present the divine life—calm, wise and beautiful. Connecting these parts is a chapter called Transmutation, the transitional stage between the two, through which the linking of the divine and human life is accomplished.

Andrews, Fk. D., comp. Inscriptions on the grave stones in the old "New England Town" burying ground, Fairton, Fairfield Township, Cumberland County, New Jersey; with an historical sketch, a list of the signers of the Cohansey Compact, 1697, and the names of some of the early settlers of Fairfield. Vineland, N. J., F. D. Andrews, 1909, [1910.] 18 p. 12°, 25 c.

Andrews, G. Arth. What is essential? N. Y., Crowell, [1910.] c. 10+153 p. D. cl., \$1 net.

An inquiry into the essential features of Christian life for which all must strive, regardless of creed. *Contents:* Who is the essential Christian?; What is the essential Christian creed?; What is the essential Christian experience?; What is the essential Christian revelation?; What is the essential Christian church?; What is the essential Christian activity?

Armstrong, H. E. The teaching of scientific method, and other papers on education. 2d ed. N. Y., Macmillan, 1910. 28+504 p. 12°, cl., \$1.75 net.

Ashe, Sydney W. Electricity experimentally and practically applied. N. Y., Van Nostrand, 1910. 375 p. il. \$2 net.

Bailey, H: Christopher. Storm and treasure. N. Y., Brentano's, 1910. 7+312 p. D. cl., \$1.50.

Like the author's previous novel, "The god of clay," this story is also concerned with French history. The hero, the Vicomte de Jan, has been brought up in England, but returns to France during the Terror to help the tenants on his confiscated estate in La Vendee. Here he finds himself neither in sympathy with the Revolutionists, nor the Loyalists, and yet his honor forces him to fight for one of the causes. His many adventures, all met in gallant and joyous spirit, make up a tale of stirring times and deeds, in which an unusual and fascinating heroine plays a leading part.

Baker, T. Thorne. The telegraphic transmission of photographs; 65 illustrations. N. Y., Van Nostrand, 1910. 115 p. 12°, cl., \$1.25 net.

Bardwell, Noel Dean. Advice to consumptives; home treatment, after care, and prevention. N. Y., Macmillan, 1910. 25+148 p. 12°, cl., 75 c. net.

Bibliography of economics for 1909; a cumulation of the bibliography appearing in the

Journal of Political Economy from February, 1909, to January, 1910, inclusive. Chic., Univ. of Chic. Press, 1910. 12+275 p. \$2.50 net.

Bidwell, Dan. Doane. As far as the East is from the West; tales of a traveler who toured the world toward the rising sun. Hartford, Ct., S. S. Scranton & Co., 281 Asylum St., 1910. c. 231 p. il. pors. maps, 8°, \$2.25.

Braden, Ja. And. The auto boys' quest. Akron, O., Saalfeld, 1910. il. 12°, (Auto boys' ser.) cl., \$1.

Brownson, Ja. Irwin. The life and times of Senator James Ross; a sketch read before the Washington County Historical Society, February 21, 1910. Washington, Pa., Washington County Historical Society, 1910. 6+52 p. por. pl. O. pap., gratis.

James Ross was born in York Co., Pa., July 12, 1762, and died in Pittsburg Nov. 27, 1847, at the age of eighty-six. For many years he was a prominent lawyer in his state and the friend of the great men of his day. He served as U. S. senator from 1794 to 1803.

Cabot, Ella Lyman. Ethics for children; a guide for teachers and parents. Bost., Houghton Mifflin, [1910.] c. 25+262 p. D. cl., \$1.25.

Author is a member of the Massachusetts Board of Education. A course of teaching carefully prepared to provide work for the first eight grades and including instruction in truthfulness, temperance, filial obedience, reverence for age, public spirit and patriotism. The lessons are based on reprinted standard prose and poetry, and, as far as possible, are so arranged as to supplement the literature and history upon which the classes using the book may be engaged. Besides the selections in the book, there are many suggestions for supplementary readings illustrating the different points under discussion.

Child, Clarence Griffin, ed. The second shepherds' play, Everyman, and other early plays; tr., with introd. and notes, by Clarence Griffin Child. Bost., Houghton Mifflin, [1910.] 48+138 p. D. (Riverside literature ser.) cl., 40 c.

Contents. Introduction; The Quem queritis from the Regularis concordia monachorum; The Bronze Abraham and Isaac; The second shepherds' play of the Towneley cycle; Everyman; The Robin Hood plays; The Oxfordshire Saint George play; Notes. Editor is professor of English in the University of Pennsylvania.

Coolidge, Asenath Carver. Our nation's altar. [Watertown, N. Y., A. C. Coolidge,] 1910. c. 47 p. por. D. bds., 25 c.

A little story advocating the sane celebration of the Fourth of July.

Corbin, T: W. The "how does it work" of electricity. N. Y., Fenno, 1910. il. 12°, (How does it work ser.) cl., 75 c.

Corbin, T: W. The "how does it work" of modern engines. N. Y., Fenno, 1910. il. 12°, (How does it work ser.) cl., 75 c.

- Corsan, G:** Hebden. At home in the water; swimming, diving, life saving, water sports, natatoriums. N. Y., Young Men's Christian Assoc., [1910.] c. 157 p. il. D. cl., 75 c.; pap., 50 c.
Mr. Corsan is instructor of swimming, University of Toronto, International Committee of Young Men's Christian Associations, and has had great success in teaching large numbers at a time. Advice as to swimming tanks, natatoriums, etc., as well as clear, concise instruction in swimming, diving, floating and water sports will be found in the book, which is profusely illustrated.
- Dawson, Philip.** Electric traction on railways. N. Y., Van Nostrand, 1910. 850 p. il. tabs., \$9 net.
- Dobson, G.** St. Petersburg; 32 plates by F. De Haenen. N. Y., Macmillan, 1910. 12+170 p. map, 8°, (Color books ser. of travel and description.) cl., \$2.50 net.
- Doyle, W:** S. Doyle's new instruction book on ocean bathing, swimming and boating. Asbury Park, N. J., W: S. Doyle, [1910.] c. 45 p. 24°, 25 c.
- Eliot, C: W:** The durable satisfactions of life. N. Y., Crowell, [1910.] c. 3-197 p. D. cl., \$1.
Five essays. *Contents:* The durable satisfactions of life; The happy life; John Gilley; Great riches; The religion of the future.
- Elsden, Ja. Vincent.** Principles of chemical geology; a review of the application of the equilibrium theory to geological problems. N. Y., Macmillan, 1910. 8+222 p. 8°, cl., \$1.60 net.
- Emmet, Alida Chandler.** Psyche sleeps and other poems. N. Y., Moffat, Yard, 1910. c. 200 p. 12°, bds., \$1.
- Evans, Alvin E.** Roman law studies in Livy. N. Y., Macmillan, 1910. 81 p. 8°, (Univ. of Mich. studies; Humanistic ser.) pap., 40 c. net.
- Evans, G:** Fullerton. The college freshman's don't book; in the interests of freshmen at large, especially those whose remaining at large uninstructed and unguided appears a worry and a menace to college and university society, these remarks and hints are set forth by G. F. E. (A.B.) a sympathizer; il. by C: Fk. Ingerson; decorations and initials by Raymond Carter. San Francisco, Elder, [1910.] c. 42 p. front. pls. nar. 12°, 75 c.
- Fischer, Emil.** Introduction to the preparation of organic compounds; tr. with author's sanction from the new (8th) German ed. by R. V. Stanford. N. Y., Van Nostrand, 1910. 194 p. il. 12°, \$1.25 net.
- Franklin, W:** Suddards, and Macnutt, Barry. Mechanics and heat; a text book for colleges and technical schools. N. Y., Macmillan, 1910. 10+414 p. il. 8°, cl., \$1.75 net.
- Gantt, H:** Laurence. Work, wages, and profits; their influence on the cost of living. N. Y., Engineering Magazine, 1910. c. 194 p. fold. charts, 12°, (Works management lib.) \$2.
- Gardner, Ernest Arth.** Religion and art in ancient Greece. N. Y., Harper, 1910. 10+121 p. 16°, (Harper's lib. of living thought.) cl., 75 c. net.
- Gaskell, Mrs. Eliz. Cleghorn Stevenson.** Cranford; ed., with introd. and notes, by Katherine E. Forster. N. Y., Scribner, 1910. c. 26+207 p. pors. 16°, (Scribner English classics.) cl., 25 c.
"Selected bibliography" (1 p.).
- Gates, Mrs. Ellen Maria Huntington.** To the unborn peoples, and other poems. N. Y., Baker & Taylor, 1910. c. 9+3-65 p. O. cl., \$1.
- Glass, Montague.** Potash & Perlmutter; their business ventures and adventures. Phil., Altemus, [1910.] c. 7-419 p. pls. 12°, cl., \$1.50.
- Gleason, C: H., and Gilbert, C: Benajah.** The Gilbert arithmetics. In 3 v. N. Y., C. B. Gilbert & Co., 37 East 28th St., [1910.] c. 12°, v. 1, 36 c.; v. 2, 40 c.; v. 3, 45 c.
- Greenough, Mrs. Jeanie Ashley Bates, comp.** A year of beautiful thoughts. N. Y., Crowell, [1910.] c. '02. 402 p. 12°, D. cl., \$1.
Formerly published by George W. Jacobs & Co.
- Guyot, Yves.** Socialistic fallacies. N. Y., Macmillan, 1910. 23+343 p. 12°, cl., \$1.50 net.
- Hadden, Ja.** Washington's expeditions (1753-1754) and Braddock's expedition (1775); with history of Tom Fausett, the slayer of General Edward Braddock. [Uniontown, Pa., Ja. Hadden, 1910.] c. 139 p. pls. pors. D. cl., \$1.
- Hall, Cyril.** The "how does it work" of model making. 1910. il. cl., 75 c.
Instructions for building a steam locomotive, a model steamboat, electric motor telephone, turbine, etc.
- Hardy, T:** A Laodicean; a story of to-day. [Thin paper ed.] N. Y., Harper, 1910. 5+499 p. front. 16°, leath., \$1.25.
- Harris, Mrs. Cora.** A circuit rider's wife. Phil., Altemus, 1910. il. cl., \$1.50.
Account of the actual experiences of a Methodist circuit rider and his wife in the middle South.
- Home, Gordon Cochrane.** The romance of London; 16 color plates and 6 line drawings in the text. N. Y., Macmillan, 1910. 4+60 p. map, 8°, (Color books ser. of travel and description.) cl., \$1 net.
- Howard, Clifford.** The Passover: an interpretation. N. Y., Fenno, 1910. 16°, cl., \$1 net.
- Imber, Naphtali Herz.** Treasures of two worlds; unpublished legends and traditions of the Jewish nation. [Los Angeles, Cal., Citizens Printing Shop, 1910.] c. 6+201 p. 12°, 50 c.
- Jenness, Herbert Thdr.** Bucket brigade to flying squadron; fire fighting past and present. Bost., [Herbert T. Jenness, 306 Old South Bldg.,] 1909, [1910.] c. 146 p. il. pors. facsim., 8°, \$1.50.
- Johnson, Owen McMahon.** The Prodigious Hickey; a Lawrenceville story. N. Y., Baker & Taylor, 1910. c. '01-'10. 339 p. il. pls. D. cl., \$1.50.
Formerly published by Dodd, Mead & Co. under the title "The Eternal boy, being the story of the Prodigious Hickey." For notice see "Weekly Record," P. W., Feb. 20, '09 [855].

Jones, E. F. The story of Jesus told for children. N. Y., Crowell, [1910.] c. 9+175 p. col. pls. D. cl., \$1.

The life of Christ is here retold in direct narrative form for children between eight and twelve years of age to read to themselves. There are numerous full-page illustrations in two colors.

Joslin, Arth. W. Estimating the cost of buildings; with important chapters on estimating the cost of building alterations, and on system in the execution of building contracts; a systematic treatise on factors of cost and superintendence, with working citations. N. Y., D: Williams Co., 1910. c. 5-205 p. il. pl. 12°, \$1.

Kidder, Fk. Eug. Churches and chapels; their arrangements, construction and equipment, supplemented by plans, interior and exterior views of numerous churches of different denominations, arrangement and cost; 200 illustrations. 4th ed., rev. and greatly enl.; 67 plates. N. Y., W. T. Comstock Co., 1910. c. 179 p. il. plans, obl. 12°, \$3.

Kolle, F. Strange. Fifty and one modern fairy tales. New ed. N. Y., Fenno, 1910. il. 12°, cl., \$1.25.

Formerly published by Grafton Press.

Kolle, Loretto E. The blue lawn. N. Y., Fenno, 1910. il. 12°, cl., \$1 net.

A story in which a child of a mother of high social position is reared by honest peasantry, with all the superstitions and customs common to the fisher folk of Brittany.

Liefeld, Theophilus. Faces and phases of German life. N. Y., Fowler & Wells Co., [1910.] c. 315 p. 12°, \$1.50.

MacDermott, Rev. G. M. Gospel according to St. Luke. Milwaukee, Young Churchman Co., [1910.] 10+141 p. S. (Plain commentaries.) cl., 35 c. net.

Author is vicar of Great Ellingham, Attleborough, Norfolk, England.

McFerrin, C: Betteys. A mother's part in her child's musical education; or, the things a parent may do to insure inevitable success in piano playing. Chic., Alert Pub. Co., [1910.] c. 291 p. il. pls. pors. 12°, \$2.

Marriott, C: "Now!" N. Y., J: Lane, 1910. 312 p. D. cl., \$1.50.

By the author of "When a woman woos," "The intruding angel," etc. To live for the joy of the present is the aim of the principal characters of the book, whose whimsical bohemianism is drawn in quaint contrast to a family of "enlightened" Londoners who find their older daughter is one of the bohemians. There is little plot, but the character drawing is well done as the tale is told in the first person, by a delightfully appreciative member of the joy fraternity.

Maw, Percival Trentham. Practice of forestry; concerning also the financial aspect of afforestation. N. Y., Scribner, [imported.] 1910. \$7.

Paston letters; selections; ed. by M. D. Jones. N. Y., Putnam, 1910. 72 p. 12°, cl., 40 c. net.

Payson, Howard. The boy scouts. N. Y., Hurst & Co., [1910.] c. 36 p. 12°, 60 c.

Petty, Katherine Fall. Songs from the sage brush. Tucson, Ariz., State Consolidated Pub. Co., 1910. c. 69 p. 12°, \$1.25.

Picksford, A. G. Elementary projective geometry. N. Y., Putnam, 1910. 12+256 p. 8°, (Cambridge physical ser.) cl., \$1.25 net.

Pleasants, Mary Minta. Which one?, and other ante bellum days. Bost., J. H. Earle Co., [1910.] c. 90 p. pls. 12°, \$1.

Contents: Which one?; "My mistis"; How Frank Christian got his master's shote; The passing of Mammy Jane.

Polk, Ja. Knox. The diary of James K. Polk, during his presidency, 1845 to 1849; now first printed from the original manuscript in the collection of the Chicago Historical Society; ed. and annotated by Milo Milton Quaife; with an introd. by And. Cunningham McLaughlin. In 4 v. Chic., McClurg, 1910. c. 32+498; 494; 508; 462 p. pors. O. hf. cl., \$20 net, boxed.

This is an exact reprint of the diary which Polk kept during his administration. It presents him in a very different light from that reflected by some of his contemporaries and is a most valuable source-book for American history of the period. Polk hoped to use edited portions of the diary as a subsequent justification for his policies while president, but did not live to do so. The work is a complete revelation of the motives that actuated him as chief executive. Index.

Poole, Jos. The practical telephone handbook and guide to the telephonic exchange. 4th ed., rev. and enl. N. Y., Macmillan, 1910. 17+606 p. il. 12°, cl., \$1.75 net.

Potter, S: L. Bible stories as they are recorded in the Bible. [Shelby, Mont., S. L. Potter.] 1910. c. 300 p. 12°, \$1.50.

Raible, Marie. Deutsch-Amerika; gedichte. [St. Louis, Marie Raible, 1910.] c. 237 p. il. por. col. pl. 12°, \$1.

Roberts, G: E. Thdr. Comrades of the trails; with il. and decorations by C: Livingston Bull. Bost., L. C. Page, 1910. c. 7+308 p. D. cl., \$1.50.

A story of Canadian woods up beyond railroads and towns, where the fur trappers lead lives full of adventure and hardship. Dick, the hero, is an English youth who goes with Sober Sam, an Indian, to try his fortune at trapping. The life in the woods is vividly described, and more than one boy will wish as he reads that he could have some of the experiences that fall to Dick's lot. By the author of "The red feathers," "Flying Plover," etc.

Rowntree, B. Seebohm. Land and labor; lessons from Belgium. N. Y., Macmillan, 1910. 20+636 p. map, 8°, cl., \$3.50 net.

Rush, Elmer Ellsworth. The Constitution of the United States in outline, with questions and answers. Kansas City, Mo., Franklin Hudson Pub. Co., [1910.] c. 144 p. 12°, 75 c.

Russell, C: Russell, Baron. Diary of a visit to the United States of America in the year 1883; with an introd. by the Rev. Matthew Russell, S.J., and an appendix by T: Fs. Meehan, A.M.; ed. by C: G: Herbermann, Ph.D. N. Y., [Benziger,] 1910. c. 235 p. front. pls. pors. 8°, \$3.

Santayana, G: Three philosophical poets: Lucretius, Dante, and Goethe. Cambridge, Mass., Harvard Univ., 1910. 8+215 p. 8°, (Harvard studies in comparative literature; ed. by W: H: Schofield.) cl., \$2.25.

Sapir, E: Takelma texts. Phil., Univ. of Penn., 1909, [1910.] 263 p. Q. (Univ. of Penn., Anthropological pubs.) pap., \$2.50.

The Takelma Indians belong in western Oregon and are very few in number. Nearly all the material in this work was secured from one Takelma woman, Frances Johnson, so completely is the language disappearing.

- Schuetz, H. G.** Athonia; or, the original four hundred. Manitowoc, Wis., H. G. Schuetz, Box 19, 1910. c. 483 p. il. pls. 8°, \$1.50.
- Seager, R. B.** Excavations on the Island of Psira, Crete. Phil., Univ. of Penn., 1910. 38 p. il. pls. fold. map, Q. (Univ. of Penn., Anthropological pubs.) pap., \$5.
The island of Psira is a barren mass of rocks about two miles off the coast of Crete. On this island, the ruins of a Minoan town were discovered, and the present work is a description of the excavations which were carried on and their results.
- Shaw, Catherine.** Suffer little children; or, a child's life of Christ; il. in color and black and white by Ambrose Dudley. N. Y., Fenno, 1910. 4°, cl., \$2.50.
- Shoop, Max Pardoe.** Sabrina, the class goddess of Amherst College; a history. [Amherst, Mass., Max P. Shoop, Amherst College,] 1910. c. 150 p. pls. 12°, \$1.25.
- Silsbee, Wa. Everett, and Blood, Percy Erford.** Railway special work. N. Y., McGraw-Hill, 1910. c. 11+107 p. diagrs., 16°, \$2.
- Smith, Mrs. Eliz. Thomas Meade.** A sweet girl graduate. N. Y., Hurst & Co., [1910.] c. 320 p. il. 12°, \$1.25.
- Smith, J.** A catalogue raisonné of the works of the most eminent Dutch, Flemish and French painters; with a description of their principal pictures. New limited ed. In 9 v.; il. in photogravure. N. Y., Dutton, 1910. \$25 net.
- Smith, M. L. Stafford.** Supplementary exercises on "Ora maritima," by E. A. Sonnenschein. N. Y., Macmillan, 1910. 16°, cl., 35 c. net.
- Speck, Fk. G.** Ethnology of the Yuchi Indians. Phil., Univ. of Penn., 1909, [1910.] 154 p. pls. Q. (Univ. of Penn., Anthropological pubs.) pap., \$2.50.
- Strachan, Grace Charlotte.** Equal pay for equal work; the story of the struggle for justice being made by the women teachers of the city of New York. N. Y., B. F. Buck & Co., 160 Fifth Ave., 1910. c. 570 p. pors. O. cl., \$1 net.
Miss Strachan is district superintendent of schools, New York City. As a leader and one of the most active workers in the fight for equal pay for equal work, the author has been in close touch with every phase of the struggle. This volume contains, besides the record of Miss Strachan's personal work, a compilation of letters, addresses and reports of public meetings, thus making a very complete book on the equal-pay cause.
- Strohecker, Clifford.** The royal road to health; the most advanced natural methods vs. Americanites. [Zelienople, Pa., Clifford Strohecker, 1910.] c. S. cl., \$1.
A system of fasting, milk diet, and uncooked vegetable food has proved beneficial to the author, and he here describes the treatment and results obtained.
- Sweny, Harry Roy.** Symon Schermerhoorn's ride, February 8/9, 1690; writ from facts and traditions as set down in ye old records of ye massacre of Skinnechtady, and in commemoration of Symon Schermerhoorn's ride to save ye inhabitants of Albany from ye French and Indians; [poem.] [Albany, N. Y., Harry R. Sweny,] 1910. pls. map, facsim., 8°, \$3.50; full levant, \$5; hand tooled, \$10. (250 copies.)
- Taylor, F.** Winslow, and Thompson, Sanford Eleazer. Extracts on reinforced concrete design; selected from "Concrete, plain and reinforced." N. Y., Wiley, 1910. 400 p. il. 8°, \$2 net.
- Thomas, Addison C.** Roosevelt among the people; being an account of the fourteen thousand mile journey from ocean to ocean of Theodore Roosevelt, twenty-sixth president of the United States; together with the public speeches made by him during the journey. Chic., L. W. Walter Co., [121-127 Plymouth Pl., 1910.] c. 314 p. pls. pors. D. cl., \$1.
In the spring of 1903, President Roosevelt made a journey from the Atlantic to the Pacific and through the South and Southwest. This book is an account of the trip, and also contains the speeches made by the President at the many points where he stopped to address enthusiastic crowds. The illustrations are from photographs taken on the journey.
- Tilden, Sir W. A.** The elements: speculations as to their nature and origin. N. Y., Harper, 1910. 9+139 p. 16°, (Harper's lib. of living thought.) cl., 75 c. net.
- Tincker, Mary Agnes.** Grapes and thorns; or, a priest's sacrifice. N. Y., Christian Press Assoc. Pub. Co., 1909, [1910.] 286 p. 8°, \$1.
- Trent, W.** Peterfield. Longfellow, and other essays. N. Y., Crowell, [1910.] c. 3-244 p. D. cl., \$1.50.
Contents: Longfellow; The heart of Midlothian; Spenser; The relations of history and literature; Thoughts occasioned by the bicentenary of Dr. Johnson; Milton after three hundred years; The Tartarin books and their author; Thackeray's verse; A talk to would-be teachers; The centenary of Poe.
- Varley, Rev. Telford.** Winchester; 24 plates by Wilfrid Ball. N. Y., Macmillan, 1910. 11+205 p. 8°, (Color books ser. of travel and description.) cl., \$3 net.
- Warren, G. F., and Livermore, K. C.** Laboratory exercises in farm management. N. Y., Macmillan, 1910. 12+162 p. 12°, cl., 80 c. net.
- Whipple, Wayne.** The story of the White House. Phil., Altamus, [1910.] c. 7-130 p. il. pors. 8°, 50 c.
- Woodbury, Lucia Prudence Hall.** ["Mrs. C. J. Woodbury."] The potato child and others; front. after a bas-relief by Eliz. Ferrea. San Francisco, Elder, [1910.] c. 27 p. front. 12°, 25 c.
- Woodruff, Laura Bayne.** Reminiscences of Ennius in Silius Italicus. N. Y., Macmillan, 1910. 91 p. 8°, (Univ. of Mich. studies; Humanistic ser.) pap., 40 c. net.
- Wright, Ernest Hunter.** The authorship of Timon of Athens. N. Y., Macmillan, 1910. 9+108 p. 8°, (Columbia Univ. studies in English.) cl., 25 c. net.
Bibliography (2 p.).
- Wyche, R. T.** Some great stories and how to tell them. N. Y., Newson & Co., [1910.] c. 8+181 p. D. cl., \$1.
Author is the organizer and president of the National Story Tellers' League of America. The telling of stories has come to hold so large a place in library, school and Sunday-school work that this book on what to aim for in story-telling, what sources to go to for material, and how to tell the story will be found most useful to teachers and librarians. Five stories are given which will illustrate how the writer applies the theories and instruction already set down. Bibliography (2 p.).

The Publishers' Weekly

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"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.

THE INTERNATIONAL CONGRESS OF PUBLISHERS.

As predicted by the WEEKLY editorially last March in its announcement of this year's International Publishers' Congress, the session at Amsterdam on July 18-22 last was by far the most successful of any yet held, in numbers, enthusiastic co-operation and interest of programme.

The Congress was a remarkable gathering. The great publishing houses of the continent, especially of France, Germany and Holland, were represented for the most part by their chiefs; and though the great names of Murray and Longmans were not on the roll, there was a representative and effective delegation from England, the largest at any of the six Congresses thus far held on the continent.

George Haven Putnam, who has since the inception of the Congress been a sole but faithful representative of the American publishing profession, was unfortunately unable to be present this year. A paper prepared by him (reprinted elsewhere in this issue of the WEEKLY), covering selected points in the new American copyright law was, however, read in his absence; while the American delegation, though sadly small, was a record one. Happily it was headed by the president of the American Publishers' Association, and Mr. Dodd was received with all the courtesies due to his official position. He expressed the hope, which we trust will be seconded by all American publishers, that in the near future there might be a Congress on the American side of the water—possibly by aid of an Atlantic air-line. The other Americans present were Ernest Eisele, of Brentano's, representing the American Booksellers' Association, and R. R. Bowker, representing

the Copyright League and THE PUBLISHERS' WEEKLY.

The trade enthusiasm and personal good feeling were the best features and results of the Congress. It is, of course, difficult to hold an international conference with effectiveness when so many nations and tongues are represented, although the larger part of those present were able to hear and speak in the three international languages of the conference. Here Americans are, as a rule, at a disadvantage, which they share in some measure with their English brethren, as they have neither need nor opportunity for the training which the leading continental publishing houses exact alike from their heads and from their staff. Mr. Albert Brockhaus, for instance, as the future head of that great house, spent some years in London with the late Nicholas Trübner, and we believe some years also in Paris, as an essential part of his preparation for his future responsibilities. It is to be hoped that in the next generation of American publishers there may come to be something of the same international development.

Not only differences of language, but the differences of trade method and relations of the different countries make direct results, in resolutions or other action of such a conference, rather difficult. Nevertheless the very existence of such a Congress, the international intercourse of the publishers of one country with those of others, go far to bring about bettered conditions and some measure of standardization. In many respects there will be good direct results, and American publishers should carefully study these results as phrased in the resolutions, and as far as possible conform American practice to them.

It is indeed to be hoped that the excellent relations between American and continental authors and publishers made possible by the new copyright code, and the increase in representation of America at this seventh Congress, may be the beginning of a new era in the relations of American publishers with "abroad."

This series of biennial International Congresses of Publishers have been in fact of growing and cumulative interest, and it is fitting that the WEEKLY should, as it does in this number, report the proceedings of this last with greater fullness than was hitherto possible.

Aside from the papers by Mr. Putnam, by Mr. Heinemann on "Literary Agents," and by Arthur Spurgeon, of the Cassell Company,

on the "Effect of Cheap Cloth Bound Reprints on More Expensive Editions," the chief interest of the American booktrade in the proceedings of the Congress centres in the discussions of the various phases of the net price question; and these, with the accompanying documentary material, it has seemed wise to translate in considerable fullness.

The crusade for fixed prices is not, of course, a local movement; the problem of price cutting has had to be faced in every book producing country, and in some of them, older than the United States in booktrade evolution, it was faced and, to a certain extent, settled long ago. It is always interesting and often profitable, when there are available the data of a case older in phase than your own, to scrutinize those data, to study the symptoms of the disease, if there should have been one, and the dosage and effect of the remedies applied.

So, while it is true that booktrade conditions in Germany or France, for example, are quite alien, differing greatly from those here, nevertheless booktrade problems in

every country are strikingly similar; and a digest of the method of their solution in Germany or France ought to be helpful here.

In perfection of preliminary arrangement the Amsterdam Congress may well serve as a model for the conduct of similar meetings, while the hospitality of the Dutch hosts of the visiting publishers was as well planned as it was heartily genuine.

In 1912 the Dutch publishers will celebrate the 100th anniversary of their booktrade association by the opening of the new Bestelhuis, and in that year probably the eighth Congress will be held at Budapest. It would be interesting if there should be an organized endeavor to obtain a representative delegation of American publishers to join English publishers in a visit to Amsterdam at this time, and if Dutch and Belgian, possibly also French and German, publishers could journey together from that commemoration to the Congress at Budapest, dates being arranged accordingly, there would be a world fraternization of publishers which would be well worth the effort on the part of Americans.

THE SEVENTH INTERNATIONAL PUBLISHERS' CONGRESS.

AMSTERDAM, July 17-22, 1910.

THE International Congress of Publishers, organized at Paris in 1896 under the presidency of M. René Fournet, and since meeting at Brussels in 1897 under the presidency of M. Emile Bruylant, at London in 1899 under Mr. John Murray, at Leipzig in 1901 under Herr Albert Brockhaus, at Milan in 1906 under Signor Tito Ricordi, at Madrid in 1908 under Señor José Ruiz, held its seventh session in the chief city of hospitable Holland, July 17-22, 1910, under the presidency of Heer W. P. Van Stockum, Jr., of The Hague, president of the Netherland Publishers' Association. No less than fifty-two booktrade associations from nineteen countries, including Japan, were scheduled at the Amsterdam meeting as invited societies, and the membership present included, besides about 109 from Holland itself, about 40 from Germany, 40 from France, 15 from England and 60 from other countries,* about 250 in all being actually present at this session. The German delegation included Albert Brockhaus, fourth in his honored line, and many eminent German publishers; the French delegation included M. René Fournet, the beloved dean of French publishers, with representatives of the leading French publishing houses; the English delegation, the largest attending any congress except that at London, included William

Heinemann, president, and Edward Bell, vice-president of the British Publishers' Association; Reginald J. Smith, Arthur Spurgeon, of the Cassell house; Fisher Unwin, Geoffrey Williams, Richard T. Wright, of the Cambridge University Press, and other representatives of the well-known English houses.

EXCELLENT PREPARATION MADE FOR THE CONGRESS.

The most admirable preparations in advance of the congress had been made by the officials and the local authorities. Besides the general program and schedule of reports, mailed to each registered member at his home address, there had been prepared and printed in advance in French translation the complete text of these reports and papers to be presented to the congress, covering a wide range of practical subjects. This publication included, besides the official personnel and roll of societies, the regulations of the congress, the resolutions passed at the previous six sessions, the report of the permanent bureau at Berne of its operations since the Madrid session of 1908, and specific reports on the Berlin conference, as well as the papers to be read at the meetings.

On his arrival each registered member was furnished with a button of Dutch silver filigree, having a pendant on which was given his name, and presented with a tasteful portfolio containing, besides a writing pad and pencil, a guide to Amsterdam and various other information, a miniature dictionary of

* Divided as follows: Italy, 15; Belgium, 13; Spain, 13; Austria, 7; Switzerland, 4; United States, 3; Sweden, 3; Norway, 3; Denmark, 2; Hungary, 2; Russia, 2.

Dutch and his own language, presented with the compliments of the publishers, G. V. Van Goor Zonen, Gouda, and a neatly bound book of coupon cards of admission to the several festivities of the congress. At the first session there was also ready a full list of members arranged by countries and a pamphlet giving in French, German and English the resolutions to be proposed after each paper. Nothing could have been better done than this preliminary work.

PRELIMINARY RECEPTION.

The members of the Congress gathered first at a delightful and polyglot *conversazione*, held at Maison Couturier, a private mansion of Amsterdam remodelled for such receptions, where three hundred or more, including ladies and other guests, were welcomed in a graceful address, made successively in French, German, English and Dutch by Mr. Vincent Loosjes, of Haarlem, vice-president of the Congress.

OPENING MEETING.

The opening meeting of the Congress was held in the Aula, or Great Hall of the University of Amsterdam, Monday morning at ten, when about two hundred members were present. Heer W. P. van Stockum, Jr., was introduced as president, and delivered his opening address in French, a copy of which

was furnished in print to each member. He began with the welcome announcement that the Netherlands Government has prepared for the States General a bill authorizing the participation of the Netherlands in the Berne International Convention, which was received with cordial applause.

ADDRESS OF WELCOME.

By M. W. P. VAN STOCKUM, JR., *President of the Congress.*

GENTLEMEN: First of all, I have the great satisfaction of notifying this assembly that the government of the Netherlands has submitted for the States-General a bill authorizing the mandate authority for the Low Countries to take their place among the states which have subscribed to the International Convention of Berne.

I beg His Excellency, the Commissioner of the Queen in the Province of Southern Holland, the Burgomasters of Amsterdam and Rotterdam, the Rector of the University of Amsterdam, who are honoring this meeting with their presence, to accept my respectful salutations.

To the members of the Executive Committee and of the International Commission I tender a cordial welcome; I address my special thanks and with them a special welcome to the representatives of the association forming the International Commission and to you, gentlemen, who have come from all lands to be present at the seventh session of the International Congress of Publishers, with the firm purpose, I am convinced, of contributing from all points of view to the success of its labors.

And last, not least, you, my dear fellow-countrymen, who have come in such numbers, not only to take part in our labors, but also to receive our foreign guests in a way that does honor to ourselves and our country, I give you my warmest thanks.

After all are we really strangers to each other?

We speak different tongues, we have perhaps, to a certain degree, different customs, different ways of thinking, different points of view, but are we strangers in the true meaning of the word?

Certainly not, if we consider the great fellowship which exists in the booktrade of the whole world, a solidarity which could not have attained its present great development except for the intimate knowledge that we

have of each other, resulting, in its turn, in the communication which has been established between us for the defense of our common interests.

This fellowship does not date, as one might think, from our epoch, but from the day when humanity first felt the need of spreading and multiplying, by writing, its word and thought.

First by means of manuscripts, which witness an indefatigable zeal and delicate art, then, under the irresistible pressure of necessity, printing came, an invention most simple and natural in appearance, but in reality the finest achievement of human genius.

Thereupon this same common fellowship, of which I have just been speaking, established, in numerous countries of Europe and America, rules which have made of the booktrade a great body, a vast association, in which all the members know each other; and it would be quite inappropriate and inaccurate to regard as strangers, in the true sense of the word, people who, through the bonds uniting them are in such constant and intimate communication.

What matters it to us nowadays in what country a colleague lives, when our trade conventions permit us to get into touch with him so easily.

Whether he lives in the middle of Europe, where booktrade organization has attained a degree of perfection admired by all, whether he lives in the North or the South, in America or some other part of the world, each knows and feels the tie that binds him to the general body; each recognizes the immense advantage of safeguarding the great general interests—even if for the moment sometimes it may be to the detriment of some special personal interest.

There is now no country in the world where books are published and sold which has not a booksellers' association formed for the purpose, aside from local interests, of battling

for the general interests, not only for national interests, but also for international.

Our Congress, opening to-day its seventh session, will continuously work to strengthen the bonds which already unite us, and to make dominant the general interests of our entire organization. Have not our conventions already enabled us to foresee, thanks to national well governed associations already existing and those that will be created, the formation of an International League of the Booktrade governed by rigorous laws?

Is it not permitted, under these circumstances to make use of the old expression, the empire of literature, in its literal as well as its figurative meaning, and to constitute an empire where intimate fellowship will regulate all relations, where identical by-laws will serve as guides, where there will be but one idea on the subject of literary and artistic property, and where the supreme law will be the suppression of any action that might be of disloyal character.

I do not think, gentlemen, and you will agree with me, that the picture I have sketched, near as it is to a speedy realization, constitutes an impossible Utopia.

But, in these words of greeting, I cannot, gentlemen, confine myself to generalities. As host and as Dutchman, another duty is incumbent upon me. I should, in fact, on this visit of yours to our country, like to tell you briefly, in the guise of an introduction, so to speak, what place the Low Countries occupy in the printing and book trades. To be brief, I will confine myself to noting some characteristic points relative to the history of the Netherlands booktrade in its relations with foreign countries, relations from the first as varied as far-reaching.

You who are here assembled know that from the beginnings of the art of printing the Netherlands, despite the cramped territory with which they were obliged to content themselves, have occupied in this branch of human activity a leading place, wholly disproportionate to the narrow frontiers between which they were confined.

To help you to form a correct idea of the international relations of the Dutch booktrade in the past I have made a collection of a number of printed and manuscript documents which give an idea of the numerous and varied connections that our booktrade maintained with the foreign world, that is to say with most of the countries of Europe.

Passing by the first part of this collection, devoted to the Dutch publications of the 15th century, let us stop first at the part of the collection which gives some titles of maritime atlases then used by almost all the maritime nations of Europe. Though primarily Dutch enterprises, these atlases were at the same time prepared for exploitation by the foreign booktrade. It must not be forgotten that the period in which these first publications were made was one of Holland's saddest. A powerful adversary threatened her on all sides, and our country which occupied a territory about one-third in size to its present extent, had no refuge but the sea. The sea became their domain. They were forced to seek new

routes to distant lands. But how could they navigate without guide or chart?

They therefore set themselves to making marine charts. They made atlases to indicate to captain and pilots the safe routes of the sea. They had no geographers of special genius or specially gifted. It was necessary to create from the beginning, but before such difficulties the publishers did not shrink. They succeeded perfectly in their undertaking, and not only rendered service to their compatriots, but they also aided the foreigners, putting these atlases at their service, even when, among these foreigners, was their most formidable enemy.

If the Low Countries of that time fought and finally won it was due chiefly to the genius of the Princes of Orange, who knew how to defend our frontiers; but there must also be taken into account the patriotic obstinacy of the Dutch of that generation, which brought about important geographic results and made the Dutch the most powerful traders of the world.

It is not too much to say that those who made and published the atlases made navigation possible. Thus they laid the foundations of this series of excellent atlases of land and sea to the publishing of which so many important publishers devoted themselves, and the execution of these works is so remarkable that the aspect of the volumes is to-day a veritable joy to the eyes and an incitement to admiration.

One of the most interesting specialties of Netherland printing in the 17th century is the publication of an incalculable number of works written by foreigners.

In this connection I want to call your attention to the series of works due to these foreigners, who, for religious and political reasons, had been obliged to leave their countries and had found in Holland a safe refuge and even a second fatherland, for they were there received with the most generous hospitality; there they could work with freedom, and there they found publishers for their works, untrammelled by censorship or arbitrary laws, publishers whose commercial spirit knew how to spread these books for beyond the narrow frontiers of their own country.

Holland is proud to have attracted so many great thinkers, so many writers of such differing trend and opinions who lived here under the protection of its laws and its liberties. It is not with indifference that we can read written by the authoritative pen of a foreigner: "All the proscribed books, all the books, forerunners of great political transformations, were printed in the United Provinces; there was born the periodical press, and there were established the first magazines."

In bringing together some of the titles of these books and of these reviews, published in foreign tongues in the Low Countries, I have wished to prove that the words I have quoted make no exaggerated statement. This collection will enable you to study the conditions of our booktrade in the 17th century, especially in regard to the foreign relations

of our publishers and booksellers. You will concede the extraordinary spirit of enterprise with which they entered this domain of books, and realize how their business relations extended to every city of Europe where books were found and sold. Some manuscript documents found here and there among the printed works will give you an idea of how highly the work of Dutch printers was appreciated by these foreigners for the skill with which the letters were cut and cast. You will also see how foreigners sought out our typographers and printers for the distinction they lent to their work, and how they tried to secure their services for their own establishments. I have necessarily been restricted in my choice of the documents. I have the honor, gentlemen, to submit to you the foreign visitors to the Congress. Not only because the material is so extensive, but because there were great difficulties in finding just what I sought and desired to submit to you. Thus, the publications known as "clandestine or secret" are for the most part extremely rare, very few copies being known, and I need not tell you that these are the most interesting and the most desired.

In bringing together my little collection of documents my special object has been to contribute to the history of the book. For, tell me, gentlemen, are not the birth and vicissitudes of a book often as remarkable and interesting as the life and adventures of a man who during his existence has attracted public attention?

The typographical birth of the work of a man like Galileo, Descartes, Pascal, Comenius, Böhm, Hobbes, Locke, Lesage, Montesquieu, Prévost, Voltaire, Rousseau and so many others, is it not necessary to an intimate knowledge of the period when these men lived and for a study of their individual personalities?

Is it not thrilling to read of the difficulties that had to be overcome to print the works of Galileo and find a publisher for them? What can be more interesting than to know the process by which the "Provincial Letters" of Pascal and the celebrated life of this great thinker by his sister, Madame Perier-Pascal, appeared at Amsterdam; how Locke came to seek at Amsterdam support for his work, and had printed at Gouda by one of his friends from Amsterdam one of his most important works.

Why did La Rochefoucauld let his first work appear at The Hague? Why was Madame de Lafayette's work on "Madame," wife of the Duc d'Orleans, published in Holland long after the author's death?

[After some words devoted to the newspapers of Holland and their fearless propagation of the most fearless views at a time when the press of all Europe was under the strictest surveillance, the president concluded his address as follows:]

I hope I have been able to show you that Holland has been a country in which printing and publishing have prospered greatly, and that there was a time when she stood at the head of all nations, not only for the style and

beauty of her type, the quality of her press-work and the care given to the details of the manufacture of her books, but also for spreading books into all the countries of the known world.

And now, in closing, let us look for one short moment on present conditions. The few documents that I have relegated to the end of my collection are intended to show you that present-day Holland has still the right to a high place in the international booktrade. May you on examination be convinced that Holland is still capable of undertaking and carrying out great enterprises. This will also be demonstrated to you by the exhibition of modern books that we have made in honor of the foreign members of the Congress.

My warmest wish is that this exhibition may convince you that the traditions of book-making are by no means lost among us, and that our productions can stand comparison with the works of foreign countries; and you will not fail to acknowledge also that there still exist publishers in Holland who can place themselves at the head of any movement that has for its object the service and advancement of science, art and literature.

Following his address Señor José Ruiz, president of the session at Madrid, passed on to Heer van Stockum the presidential gavel used at the previous sessions.

The president's address was followed by brief speeches of thanks from a representative of each country, including Mr. Frank H. Dodd for the American and Mr. William Heinemann for the English participants. Mr. Dodd expressed regret at the absence of Mr. George Haven Putnam, who had so many times represented the United States in the Congress, a mention which called out pleasant appreciation, and he acknowledged in hearty words the generous hospitality of the Amsterdam hosts of the Congress. Mr. Heinemann spoke of Holland as the country nearest in ties as well as distance to England, and said that the English delegation to this session was accordingly larger than at any previous session, except that held at London. Mr. Victor Rauschburg, the Hungarian delegate, invited the Congress to hold its eighth session at Budapest, an invitation which called forth hearty assent. A summary of the report of the permanent committee was also submitted at this meeting.

MONDAY'S FESTIVITIES.

In the afternoon the retrospective exhibition of "The Book," at the Municipal Museum, was formally opened with an address in Dutch and in French by Heer Loosjes, and two hours were spent in the inspection of the treasures brought together for the first time by co-operation of the libraries, universities, cities and private collectors of Holland and elsewhere.

Later in the afternoon the Burgomaster of Amsterdam received the Congress at the Stadhuis, welcoming them in a graceful French address, and in the evening there was

a superb concert at the Concert building, tendered by the municipality and attended by most of the members, with their ladies.

The Congress on Tuesday morning divided into its three sections: (a) copyright, includ-

ing relations with authors, (b) booktrade, especially with relation to prices and discounts, (c) music, the resolutions of each section being subject to ratification or modification at the full meeting of the Congress.

"COPYRIGHT" SECTION MEETING.

Section (a) brought together the larger number, and its sessions were held in the Senate Room, or in the large Aula of the University, the American representatives being Mr. Dodd and Mr. Bowker. On Tues-

day morning Mr. Heinemann read his paper on the "Literary Agents" as a medium between publishers and authors, and presented resolutions for consideration.

LITERARY AGENTS.

By WILLIAM HEINEMANN, *President of the Publishers' Association of Great Britain and Ireland.*

I WILL ask you to consider in how far a direct and friendly intercourse between publishers and authors is desirable and of advantage to business and to literature, and whether the introduction of an intermediary is beneficial or hurtful. I hope to be able to persuade you that it is of considerable advantage that author and publisher should interchange ideas and make publishing arrangements personally, and that the introduction of a third party is likely to produce friction and misunderstandings and to hamper the smooth run of business.

The introduction of the middleman—the literary agent—as a go-between for authors and publishers, is a thing comparatively modern, and he is more in evidence in England and America than elsewhere—though the dramatic variety, the theatrical agent, is common enough in all countries. The agent fills for the theatre a real want—less perhaps for the introduction of the dramatists' work to theatrical entrepreneurs or managers than for the engagement of actors, etc. His office is in reality a labor exchange and his agency may be likened to that of servant registries. But he may at times, I gather, become a nuisance when he comes between the management of a theatre and a dramatic author of established position. It is claimed that he sometimes succeeds in interesting managers in the work of beginners, and in that case his services are not to be despised. Successful dramatic authors generally find that they can with the aid of a solicitor do everything for themselves better than an agent can do it for them. If this is the case with the theatrical agent, it is so even more with regard to his literary colleague.

It is claimed that the literary agent is often able to make exceptionally advantageous bargains for the author and to bring together interests which might otherwise be inimical or might never meet in useful co-operation. In my experience his services in this direction are over-rated and are out-balanced by the distrust which his presence presupposes and the difficulties created thereby in the relations between authors and publishers.

To understand the literary agent's present position it will be necessary to examine his origin and development.

The literary agent's *raison d'être* was at first (as it was with the theatrical agent) to give assistance to authors who could not help themselves—i.e., to beginners—to people who were unable to penetrate to the fore or who, through force of circumstances or temperament, had remained among the submerged. In his capacity as the helper of the beginner he may have rendered useful service, and as long as his presence was a surprise, his existence undefined, he may, not infrequently, have been able to find with publishers or with the editors of magazines, etc., a place for books and contributions which had up till then been homeless. But most of the material he handled had remained justly and irrevocably condemned, so that even with discretion the agent had a difficult task and one which was probably not too highly paid with a good commission on results which he had himself brought about. His disappointments must have been frequent, his successes few, and no one could fairly grudge him even an ample slice out of an author's receipts if he had been instrumental in first launching him. No publisher could complain of him as an intermediary if he brought him new and valuable material, though the author might possibly, if ever he reached the richer fields of literature, find the continuous and growing commissions burdensome. That would not be the publisher's concern if he did not find that as a result of the author's discontent at the slice taken out of profits by the agent, this latter did not endeavor to shift the burden of his commission on the shoulders of the publisher. Objectionable as this might seem to us, I should not remonstrate with him too severely even for that; for there might easily still remain gain for the publisher as well as for the author. It was a different thing when we found him interfering with business which had been created with our capital, our work, our brains—squeezing himself between us and our authors, and extracting a commission—which he had done nothing to earn—in the end inevitably at our expense.

Experience taught the rising agent soon enough that the profit to be got by exploiting the beginner was a modest one; to-day it is a barren enterprise, because there is barely a publisher or an editor who will even look

at a beginner's work that comes to him through an agent. This is so fully recognized that one of the most ubiquitous of his class recently declared that no "first-class" agent could be bothered with the work of beginners, and publicly boasted that he is only "interested" in work for which "many publishers are in competition."

In order to obtain the agency for authors whose place is already established and for whose work publishers are supposed to be in competition, the agent has to play upon the author's sense of greed, making promises which remain only too often unfulfilled, holding out hopes whereby authors are led into traps and pitfalls, out of which they rarely emerge without loss and disappointment—loss to their repute and dignity and disappointment with regard to the golden harvest that they had been led to expect.

The literary agent's procedure is the simplest. Assured of the commercial value of an author's work (created often with the capital of the enterprising publisher who took the risk of loss and failure which exists, alas, in the early work of even the greatest writers) he will find fault with the method of publication, and endeavor to arouse in the author dissatisfaction and a desire to try for even greater "enterprise" elsewhere. This process is not a difficult one, especially if the agent brings a competing offer bigger than that of the original publisher, an offer made by a rival who is ignorant of the actual commercial value of the author's work and has been led in most cases into making it by the concealment or misrepresentation of facts. To the honor of our business let it be said that these blind offers rarely come from the most reputable rivals; they emanate generally from irresponsible houses or from inexperienced beginners. The value of established connections, of a market prepared and carefully nursed, are ignored, and so are the money and time spent in the past—how else could the agent gain his footing? His interest lies in effecting a change. His commission depends upon his ability to pull an author up by the roots (so to speak) and to transplant him to new, and often less productive, soil; but as there is in many authors a sense of consideration for efforts made on their behalf, the necessary feeling of dissatisfaction can only rarely be brought about without some deception, some promises which must remain unfulfilled. A beginner in our business is naturally anxious to collect a list of distinguished names and he rarely has the experience properly to appreciate the flattering advances of the agent, who can "land" his big fish only if he holds out a very tempting bait. He is easily persuaded that the monetary value of a well-known author's work is greater than it actually is, and he is led to make offers which are based on the agent's glowing statements alone and have no proper relation to the commercial possibilities of the goods bargained for. As such an arrangement invariably leads to disappointment, the agent has to find a third publisher when again a book is ready, and in the end the

works of one author are found in the catalogues of ten firms, dissatisfied all of them, working against one another to recover losses which with this system are inevitable, and no one of them caring more for the author's good name and position than does the agent, who is content when he has secured his commission. I need not try to persuade you that this must be disastrous to an author's reputation and to the ultimate financial result of his work; for, even if he has in this way obtained larger payments for certain of his books than he would have received from his original publisher, the collective value of his work has been sacrificed. One book sells another, as we know, and as this process is spontaneous and inevitable, it is easy to push along the road a whole series of volumes—brothers and sisters of one family. On such a series a publisher can well afford to spend energy and money far greater than could be spent wisely by ten publishers each with only one book.

I must dwell on the advantage of assembling under one banner the works of an author, because it is so easily lost sight of, because even competing publishers sometimes forget that the firm which has been in the past identified with an author's work must know its selling value better than anyone else. It must not be overlooked that if a house publishes a long list from one pen it can afford to pay more for a new work by that pen than a house that has no experience of its value, is ignorant of all special channels which have been opened up for the particular author's work, can take into account only in a limited degree the impetus of successful predecessors, and is deprived of benefiting by the reflex action of a forthcoming book on the sale of older ones.

Gentlemen, we all know how valuable a complete series of books by a well-known author is as compared with a single book. You have, among many others, the advantage of advertising one book in the other; you have the advantage of the recommendation that one book is for the other; you have the advantage of the fact that the bookseller associates the works of one author with one publisher, and knows at once where to order them. For we must bear in mind the commercial value of the impression given to booksellers and book-buyers (and particularly among the latter, to the librarians) by the presentation of the complete works of an author of, or a complete series of stories by, an author, in a *uniform set*. The librarian who has brought to his attention a set of books printed and bound uniformly, and representing the addition of a volume at certain intervals is impressed with the fact that the publisher has shown faith in the productions of this particular author and that he has found his confidence justified. Books in sets are looked upon as having almost become "classics," or at least "modern classics," and there is very often annoyance and criticism on the part of book-buyers, including, of course, the librarians, in the case of the writings of any author which, because of his "scattered" publishing

arrangements, cannot be secured in uniform shape and binding.

There is another point to be borne in mind, especially in countries like England and America, where the publisher brings his goods to the notice of booksellers through his travelling salesmen. If the traveller has in his hands the entire series, he does not fail, in taking orders for the book of the season, to place on the counter of the customer supplies also of the earlier books. If, on the other hand, the salesman has in his hands for the first time a book by the author in question, he will not only make no reference to the earlier volumes which have the imprint of competing houses, but if enquiry comes concerning these, he is apt to refer to them as "comparatively unimportant works."

"The first important book which the author has produced is that which I am now offering on behalf of my firm,"

Such utterances are, of course, not made under the instructions of the publishers, but they are characteristic of the ordinary human-nature methods of the travelling salesman.

The competitive system introduced by the agent, which scatters an author's works throughout many catalogues, is clearly neither in the interests of individual publishers nor is it in the interests of authors. On the other hand, it is useless to expect an author to decline a big offer and accept a smaller one, for any consideration but that of ultimate advantage, and we must not expect gratitude in business, though we should probably not risk our capital so readily if we knew that all continuity of relations would stop as soon as we were suspected of making a profit out of an author's work. It is useless to hope that an author will see the inadvisability of employing an agent unless we can show that it is to his advantage to remain with and trust one capable publisher whose energy is devoted to the exploitation of his entire works. The best proof of this is, perhaps, a negative one—the fate of authors who have drifted from house to house.

The record of modern literature is full of instances of such authors who, with a restless hope of bettering themselves, have, in scattering their books over a number of publishing offices, prevented the possibility of securing any continued sale for the entire series. There are also, it is to be borne in mind, examples of authors who, through the careful management of one publishing house, have secured the advantage of building up a continued and increasing property with successive volumes published as a series—volumes in themselves often not possessing any greater literary value or attractiveness than competing books which have, through lack of consistency of management, failed to remain in demand.

But I ask you, is there no further advantage, a more direct advantage, in close association between the manufacturer of the complete goods, in which position the pub-

lisher stands, and the producer of the raw material, who in this case is the author? Surely the personal consultation about mode of publication and production, etc., the little hints with regard to changes and modifications which the publisher's years of experience enable him to give—all these are of real value to the author and such as he can ill afford to forego. Intimate personal relations between authors and publishers have always existed and will, I hope, continue to be the rule. We have many records of close friendships which have been of benefit to both, and appreciated no less by authors than by publishers; in fact, there are in existence books galore of inestimable value which owe their origin entirely or in part to suggestions arising out of such personal intercourse. How could it be otherwise?—for do not we publishers feel the pulse of intellectual life more frequently, more surely, than any other class?

Gentlemen, I deprecate the introduction of the element of gambling into our business; it makes us less efficient and more frivolous in the trust which is imposed upon us—a trust which has always seemed to me an honorable and a sacred one. That is why I cannot sufficiently praise and commend the way in which certain houses—I am glad to say the best in all countries—consult one another before entering into competition for the work of an author who has been identified with one of their colleagues—even though an agent may offer very palpable reasons to justify a suggested change.

"*L'écrivain*—as Théophile Gautier said of the artist "*est généralement stupide*," and it is the agent's business to play upon his innate inability to grasp business problems—to take a big view of his own interest. A small immediate advantage in ready money seems to him often more tempting than the establishment of capital which will make for him a regular income. This is all the more surprising because the temptation of ready money does not often come his way until he is practically removed from its immediate necessity. As soon as it does come, you may be sure that the agent will be near to share the available cash with him.

I do not wish to say that the introduction of the agent between author and publisher leads always and inevitably to rupture; but I do say emphatically that it always leads to the publisher's loss—for no author would afford himself such a luxury as an agent if he had to pay for it out of his own pocket. That is what we are concerned with at this Congress. If, by threatening to introduce a competitor, he can squeeze out of the original publisher no more for the author than the bare amount of his own commission, he has done well at least for himself—for few authors reckon logically. If he gets more, and does really benefit an author, it is generally paid by the publisher, either to protect from loss the capital already invested in his author, or for the sake of prestige, or because he takes pride in the continuous development of his business and is naïve enough to make sacrifices for it.

If the agent has in a general way forsaken his original vocation of being the guide and friend of the unknown and neglected it in order to become the attorney of the successful, he has in recent years naturally turned his attention principally to two classes of authors: (1) Writers of fiction; (2) Writers of sensational books of national or international importance—books of travel, memoirs, etc.

With regard to novels, the agent claims that his field of activity is an especially wide one and his opportunity for rendering valuable service considerable. Since he has abandoned the beginner—frankly admitting that it is too arduous a task to bother with him and that no commission or agent's pay is sufficient to make it worth his while to send the book of an untried hand from publisher to publisher—he occupies himself alone with work which—to use his own phrase—"sells itself." It is clear that if an author's name is well established and his work "sells itself," it is an enviable thing to be that author's agent. The market chances of books that "sell themselves" are manifold; there are the serial rights and the book rights in many territories, cheap editions, collected editions, illustrated editions, etc., etc. These will, as he puts it, "sell themselves" and enable him to draw his commission for relieving the author of the worry and the "undignified" process of "haggling," as the quixotic founder of the English Authors' Society described the intercourse between authors and publishers. It is clear that the author's agent must rely on this Quixotism for commissions which he admits he has not earned. He knows well enough that it requires the logic of Don Quixote to find a reason for paying something for selling a thing which "sells itself"—for performing the action of an inevitable process.

The agent's principal interest in an author's work is, of course, to use it for the purpose of obtaining cash payments, which are subject to his commission, and he is not concerned with the reputation, position and traditions of the author. For a very slight financial advantage he is generally prepared to break all continuity, to disregard the obvious advantages of a house with old connections, and to hand over a book to a new and untried house which is unable to give either a dignified presentation or proper publicity to it. When the new publisher has discovered his mistake, the author's work journeys through many lists, and when all available victims are exhausted the value of that author's work has generally also been so reduced that, though it may have been popular enough at first, it no longer "sells itself." As a matter of fact, victims in our fold have become scarce lately and shy, so that the agent's job has grown increasingly difficult, and, in order to secure his commission on more than one volume he has lately tried to tie up established authors and experimenting publishers—generally for at least three books. The position thus created is, of course, hopeless. The author finds himself bound hand and foot—often with irksome stipulations as to time and

mode of delivery of copy, which force him to put out hasty and inferior work—bound sometimes to a publisher who after the publication of one book becomes distasteful to him and may be harmful to his reputation. The publisher, on the other hand, who has been led into making a contract by arguments often fraudulent, though they cannot be brought within the reach of the law, carries out his bargain grudgingly, to save from the wreckage what he can. In the end it is the author who suffers the more severely, if indeed he is not ruined, while the publisher is a wiser, the agent a richer, man.

I have dealt on novels so far because they afford the agent's richest harvest. He devotes his attention, however, almost as fondly to important books of biography or travel—to any book, in fact, which seems of sufficient interest to induce "many publishers to compete for it." He is less at home in dealing with these, and in international undertakings generally bungles things. I have no hesitation in saying that a well-known agent's antics over one of the big books of discovery of this year—a book of international importance—afford a glaring example of this method. He not only failed usefully to unite conflicting interests, which any publisher of international standing would have been able to dovetail and turn to account, but he entrusted the material, in some cases, to people who were obviously unsuited to give it its best chance. His statements were as fantastic as were his demands—his statements as to offers pending, untruthful; and while some particulars were withheld, others were colored to suit the moment and the immediate object of the different negotiations as they went on from day to day. Every trick was employed to get up a fictitious excitement. But in this case the thing was overdone, and I am happy to put on record the fact that no one has been gulled. The book will now have to be placed on far more modest terms than it would have fetched if it had at first been offered in a fair and honest way to a reputable and respectable house. The author will lose, and it is not certain that the publisher will—after the injury the agent has done this property—gain by the cheaper price he will be expected to pay.

Perhaps this and similar instances are signs that the literary agent cannot in future hope to gain at our expense as rich a harvest as he has done in the past. I wish I felt confident of this, and that my knowledge of human nature did not persuade me that the field of activity and profit for all who trade on the credulity and greed of man is well nigh inexhaustible.

I hope I have shown that the intrusion of the literary agent is detrimental to the publishing business—that we must regard him as a parasite living on our vital forces. Therefore, this question arises for us: What can be done to render him as harmless as possible? It seems to me that our course is simple—namely, that we can combine to make him harmless by taking one another into mutual confidence.

At Madrid a proposal was made by Señor Navas, and carried, to establish in Berne an information exchange concerning the credit of booksellers all the world over. In a similar way it would be easy enough to furnish to the International Bureau information concerning the international activities of the principal literary agencies—especially with regard to such big undertakings, say, as the books of Dr. Hedin or Captain Peary. Neither of those gentlemen would have wished to have publishers misled by untruthful statements concerning their work, yet stories were circulated as to the offers they were supposed to have received, which were sometimes fabulous and sometimes childish. These rumors emanated from sources that are easily enough traceable and which are, I verily believe, a real danger to our interests.

My motion, gentlemen, is divided into two parts, the former of which you will no doubt have little difficulty in accepting, while I recommend the latter to your most careful consideration:

"(1) This Congress views with apprehension the intrusion of the literary agent between author and publisher as likely to hamper business and cause unnecessary friction, and it invites the societies here represented to use their influence with their members

and with other societies to discourage his employment.

"(2) This Congress invites members to furnish the International Bureau with information as to flagrant instances of unfair and fraudulent practices of agents and when such practices may come to their knowledge, to be communicated to any enquiring member in confidence." Mr. Richard T. Wright, of the Cambridge University Press, while agreeing with Mr. Heinemann's views, suggested that the resolutions, unless carefully worded, might create misunderstanding, and Mr. Dodd, stating his belief that the literary agent had come to stay, took a similar position. Several continental members expressed similar doubts, the Italian representative explaining particularly that the literary agent had no existence in Italy. As a result of the discussion a committee, including Mr. Heinemann and Mr. Dodd, were appointed to re-word the resolution, which was passed by a close vote in the form afterward adopted in the full session of the Congress.

Mr. Arthur Spurgeon read his paper on the effect of cheap cloth bound reprints on more expensive editions, a valuable statement of the history and present status of cheap publications in England, which sheds new light on his interesting subject.

THE PREMATURE CHEAPENING OF COPYRIGHT BOOKS.

BY ARTHUR SPURGEON,

(Cassell & Co., London.)

WHEN the president of the British Publishers' Association, W. Heinemann, asked me to contribute a paper on "The Effect in England of the Premature Cheapening of Copyright Books," I consented with reluctance, because I felt that the task should have been entrusted to some one with greater experience. However, having given the promise, I set to work systematically by making inquiries from representative people connected with the trade in various parts of the country.

In England the books affected naturally fall into two categories—fiction and non-fiction. The form of these cheap reprints should, in our case, also be strictly divided into reprints which are issued in cloth covers and reprints issued in paper. I emphasize this point because of the uniform custom in England of issuing all new publications in cloth covers only and not sewn, as is the custom on the continent.

For convenience sake I will take the case of fiction first. As is generally known, for many years fiction was issued in England in three-volume form, and sold at the nominal price of £1 11s. 6d. Those were spacious days for authors. There was a great deal of white margin in the books, the type was large, and they were easy to read. Very few novels, however, were sold in this form to the public. The sale was almost confined to the lending libraries, which grumbled for some years at the heavy expense which they were put to in order to meet the requirements of their novel reading customers. An agitation

was started, and, in the end, the libraries triumphed. The three-volume novel disappeared, and its place was taken by the one volume, published at 6s. ordinary. I believe the first novel to be issued in this form in England was "The Manxman," by Hall Caine, and was brought out by Mr. Heinemann, who is one of the most enterprising pioneers of the booktrade.

For some years the 6s.-novel monopolized the field, the main variation being that novels by a certain class of authors were published at 3s. 6d. There were other innovations from time to time, one publisher starting a series of novels at 2s. 6d. net, and another at 1s. 6d. net. There existed in those days also a form of reprint called "the yellow-back novel," named after the color of the paper boards in which it was bound, which sold at 2s. But the position of the 6s.-novel was little shaken, in spite of the varied attempts made to undermine it.

Its stability was perhaps best proved by the introduction of popular reprints of the most successful novels in paper covers at 6d. intended for the people and for hurried reading in trains, etc. These were printed in inferior type on cheap paper, and issued in illustrated wrappers designed to appeal to the taste of the masses. As they appealed chiefly to the crowd, the sixpennies, as they were popularly called, had little effect upon the sales of the 6s. edition, but one day the booktrade was startled by an announcement that novels by first-class authors, most of them

of recent date, were to be obtained in cloth at the price of 7*d.* net. The old-fashioned publisher and the steady-going bookseller declared that the enterprise was certain to be a failure. They were wrong, as the sevenpennies jumped into an immediate success. The books were well turned out, the type was clear, the binding was tasteful, the authors of high repute, and, as a result of these advantages, the sevenpennies have enjoyed an amazing popularity.

The principal firm who had the enterprise to launch these sevenpennies possesses a perfect mechanical equipment, with the result that an edition of 100,000 can be produced at such a cost that there is a fair profit for the publisher and the bookseller and a substantial royalty for the author. One or two other publishers have entered the field in a half-hearted way, but I do not think their experience has been altogether encouraging.

Sevenpence sounds a rather peculiar price, but it has been made familiar to the people of Great Britain because of the large sale, at the price of sevenpence, of what are known as "serial publications." I believe my own firm, Cassell & Company, were the first to issue works in serial parts at 7*d.* each. The success of the sevenpennies demonstrates that there is nothing magical in the silver sixpence. If people want a thing they are prepared to pay for it, although it may necessitate diving into two pockets, one for the silver and another for the copper. I believe the sevenpennies are still selling in large quantities, particularly at the railway bookstalls.

In some respects one cannot but rejoice at any movement which places good literature within the reach of the people at a low price, but it is a mistake to take short views in business as it is in other walks of life. Therefore it is worth considering what has been the result of the sevenpenny on the sales of the 6*s.* editions.

The president of the Booksellers' Association of Great Britain and Ireland tells me that a few months back the bookselling trade were canvassed on this question, with the result that the better class of trade were practically unanimous in their opinion that the 7*d.* editions had seriously affected the 6*s.* ones. He adds: "One great difficulty caused is that customers who could afford to pay the higher price cannot, or will not, understand that a book once published can be produced at a cheaper rate than an entirely new one. They will not discriminate, and profess not to understand why, if one book is sold at 7*d.* another cannot be sold at the same price, and this lack of discrimination has caused much harm to the sale of higher priced fiction. Many booksellers report that they are repeatedly asked for the newest books in the 7*d.* edition, and on being told they are only published in the 6*s.* form, their customers say they will wait until they come out at 7*d.*" I have consulted travellers and booksellers in all parts of the country, and the opinion is almost unanimous that great mischief has been done to the 6*s.* volume.

I may be asked why the 7*d.* novel should be blamed rather than the 6*d.*; the explana-

tion is simple. People buy 6*d.* paper covered novels in the same way as they buy magazines. They buy them for their own use, generally to pass the time on a railway journey, and when they have read them they throw them away, but I never heard of anyone throwing away a 7*d.* cloth covered novel. This is a question of psychological interest. It is not the extra penny, but the cloth binding which leads men to carry the 7*d.* novel home instead of leaving it in the train. It finds a place in the general library in the house, and it is read perhaps by a half dozen people, whereas the sixpenny is, as a rule, read by one person only and then discarded. I am told by the officials of one of the chief railways in England that when the long distance trains reach their destinations, baskets full of 6*d.* novels and magazines are collected from the train, but no sevenpennies ever find their way into this miscellaneous collection. The multiplication of readers of the the sevenpennies affects the libraries, and thus we have the double result of fewer people borrowing 6*s.*-novels and fewer people buying them.

The authors are interested in this question as much as the publishers. When they were first approached they grasped the opportunity open to them because of the enlarged public which they saw they would gain through a sevenpenny publication, and likewise they welcomed the opportunity of adding to their incomes in a way which previously they had not foreseen.

It is not too much to say, therefore, that the authors of the United Kingdom, in allowing certain of their books to be published in 7*d.* form, have done a great deal towards creating the existing situation and have profited thereby.

On the other hand, I am inclined to think they showed a distinct lack of foresight. The prospect of immediate gain blinded them to the possibilities of future loss. The publication of their books in 7*d.* form has doubtless added to their current income, but, through a decrease in the sales of the 6*s.*-editions, it has caused a noticeable falling off in the amounts claimed by authors on account of royalties for the 6*s.*-editions.

There has been more than one conference between publishers and authors on this subject. The publishers have expressed the opinion that no 6*s.*-novel should appear in 7*d.* form within five years of the publication of the 6*s.*-edition. The authors think this period too long, and have suggested that the limit should be two years. The problem is not yet solved, and I expect time and events will alone bring the solution.

Since I undertook to write this paper the position has been complicated by the launching of another enterprise, namely, the publication of new novels at 2*s.* net by the same firm who originated the 7*d.* editions. It is too early to form a judgment as to the effect this new departure will have on the fiction market in the United Kingdom, but of one thing I am certain and that is, that if the 2*s.* novel should supplant the 6*s.* edition, the result will be disastrous for the majority of

authors. Those in the front rank may reap a harvest, but it will mean absolute ruin for those in the third and fourth rank, and the unknown author will have a very hard struggle to obtain a few gleanings in the field of literature. Undoubtedly there are many "first" novels published at the present time that are not worth publishing, but we must remember that all the leading novelists of the day may pass through the novitiate stage. So, possibly, literature may suffer instead of benefiting by making it more difficult for new comers to enter the field.

I have dealt almost exclusively with fiction reprints because they dominate the market. There is, however, a tendency to bring out general works of literature bound in cloth at 1s. I do not think the multiplication of reprints of non-copyright books hurt anybody, but I am not so sure as to the effect when the copyright is still alive. One of our leading publishers, in announcing a 1s. series of copyright books, has made it clear that if he finds the net return to the authors not satisfactory he will not continue the series.

There is no doubt that the effect of producing cheap editions of copyright works has been to shorten the life of books generally, which I regard as very serious for all concerned in the production of books.

We are on the eve of great changes in the publishing world in the United Kingdom, and he would be a bold man who would foretell what are likely to be the developments in the next two or three years. If I may express an opinion it is that the rage for cheapness has gone quite far enough.

In this paper I have confined myself to the position in my own country. It would have been presumptuous on my part had I at-

tempted to deal with the situation in Continental countries, but I am informed that the difficulties to which I have referred exist in an acute form, particularly in France and Germany. We all know that many years ago the price of novels in France was reduced from 7 francs 50 to 3 francs 50, but I question if many new novels have been published at 3 francs 50 since the advent of the 95 centimes novel, illustrated by the best artists and exquisitely printed, both in regard to type and paper. But you know a great deal more about the cheapening of books on the Continent than I, and it will be a benefit to have the experience of my Continental colleagues in regard to the questions which I have raised very imperfectly in this paper.

I conclude by moving that "This Congress invites the Association here represented to take such action as they may think advisable to prevent the premature cheapening of copyright books, and to secure a closed season during which a cheap edition of a copyright book shall not be published."

In the animated discussion which followed Mr. Arthur Meiner, of Leipzig, pointed out that the question presented different aspects in different countries, emphasizing the value of such cheap German reprints as those of Haeckel's works at 1 mark, and Mr. L. Simons, of Amsterdam, who courteously spoke in English instead of Dutch, presented a very clear view of the subject. There was a general feeling that reprints should not be issued for some time, as three or five years, after the publication of the original edition, but the section decided not to pass a resolution on the subject.

BOOKTRADE SECTION.

At the meeting of Section (b) Mr. Eisele, of Brentano's, was the American representative, and we are indebted to him for the sum-

mary of the debate following Mr. Van Stockum's article.

Mr. W. P. Van Stockum, of The Hague, opened the *seance* of the session.

WHAT MEANS CAN BE ADOPTED IN EUROPE AND AMERICA TO MAINTAIN THE FULL PRICE OF NEW BOOKS TO PRIVATE PURCHASERS, WITH DRAFT OF AN INTERNATIONAL CONVENTION TO MAINTAIN PRICE.

By W. M. P. VAN STOCKUM, JR.

Almost all the booksellers' associations of Europe, as well as America, have inscribed upon their by-laws rules for the maintenance of fixed prices in selling books, periodicals and the musical works.

This very fact proves that such regulation is generally considered a vital question for the bookseller. In every country where the profession of bookselling is clothed with any importance it has taken measures to which it has given a more or less coercive character, or rather it is prepared to take such measures if necessary to prevent violation of its rules because the increasing practice of allowing rebates menaces retailers in their only means of subsistence and renders it almost impossible for them to sell books, periodicals or musical works.

The situation has changed considerably since the day when the Permanent Bureau, in accordance with a resolution passed at the fourth session of the International Publishers' Congress, 1906, undertook this inquiry regarding the sale of books and the maintenance of fixed prices in every country represented at the Congress.

At the seventh session of the Congress, held at Madrid, 1908, the report of M. le Chev. Francesco Casanova, upon the "Maintenance of Fixed Prices," was followed by a very important debate. There resulted by vote the following resolution:

The Congress can only reiterate the resolution passed at the session at Leipzig, and urges its application for every country where the sale of books at fixed prices is not yet in force.

It registers besides a formal resolution that local associations be constituted everywhere, having as their aim to make the fixed price a respected and customary usage in the country of sale, not only for publications of that country, but also as far as possible reciprocally for foreign books.

It charges the Permanent Bureau to urge in all countries the formation of associations of this nature, capable of lending their aid for the realization of this resolution.

Various circumstances have as yet prevented the Permanent Bureau from putting this resolution into effect. But from the debate which followed the vote there resulted: that we have ceased to discuss the principle involved; that all agree that the principle is well founded; that it is believed that the moment has come to apply the principle; that we are chiefly concerned now in finding a practical method of putting this principle effectively in force.

The different associations of the countries represented in the International Commission have formulated new rules or revised old rules, and have put them in force to effect a regulation of this question of a fixed price. Among these rules there are some which allow us firmly to believe that in the future stipulations guaranteeing in the most efficacious fashion the maintenance of a fixed price will be honestly applied.

But a question now presents itself. Given the situation in which the prevention of book-selling in various countries actually finds itself, "Will it be possible to effect a maintenance of price which will be equally respected by the foreigner?"

I do not hold that the various associations ought to have identical rules to arrive at an international understanding on the subject of a fixed price. The organization of the book-selling profession in the various countries depends on circumstances and local customs. It is these latter which have been permanent in the formulation of rules and their development. Also, there will exist always certain discrepancies between rules, and these will differ in the interpretation of certain details.

Nothing prevents, however, the fundamental principle remaining the same for every country. Upon essential points the delegates of every country are in accord.

I realize very well that there are some details of regulation which will offer difficulties. The discrepancies which now exist between varying sets of rules ought not to prevent us from setting immediately to work. On the contrary, we ought to pursue a practical and immediate aim, and that is why all our efforts ought to tend toward an international understanding. Let us leave then to each country a certain liberty of action which is necessary in order that it can take account of circumstances and situations peculiar to it. Later, when circumstances shall be modified, and we shall have looked from various points of view which now we cannot foresee, then differences can be gradually eliminated and we shall arrive finally at a uniformity of action in Europe and America. This situation will be in every respect profitable to authors,

and will result in the development and prosperity of the booktrade through the entire world.

SUGGESTION FOR AN INTERNATIONAL AGREEMENT GOVERNING THE SALE OF BOOKS, PERIODICALS AND MUSICAL WORKS.

The committees of publishers, booksellers and musical dealers' associations affiliated in the International Commission of the International Congress of Publishers, desirous of arriving, by mutual agreement, at the complete and efficacious protection of the trade in books, periodicals and musical works, have decided to conclude an agreement, etc., etc.

* * *

I.

The committees of the associations affiliated engage to oppose, in the sale of books, periodicals and musical works to the public the bookseller's practice of offering discounts from the net price set by the publishers.

The committees would put an absolute end to the custom of rebates, or, if they cannot do this, would reduce them to a strict minimum.

II.

The committees of the contracting associations agree, in accord with their members, to insert in their regulations:

a. stipulations regarding the sale of books to the public, and, in exceptional cases, authorizations of minimum discounts.

b. stipulations providing that in sales to the public members shall be obliged to obey scrupulously the regulations of the contracting associations established in the country in which they do business.

c. stipulations setting the basis of foreign exchange in the sale of foreign books, periodicals and musical works.

d. stipulations regulating the procedure to be followed in cases of infraction of these rules either by members of the association or by outside parties.

e. A definition of what shall be understood by the term "to the public," and whether by this term shall be understood associations, societies and corporations (not belonging to the booktrade).

NOTE.—As is shown by the rules printed at the end of this report there exist great differences in the ways by which the principle of fixed price maintenance is applied in the various countries. Nevertheless a certain uniformity will be observed. There is a general tendency toward the absolute suppression of rebates, or, if not that, a movement toward their reduction to a strict minimum.

Some countries have not yet succeeded in establishing rules for the sale of foreign books, periodicals and musical works or of fixing the basis of foreign exchange for book prices.

Yet it must be admitted that, thanks to the agreement between all the associations of the countries here affiliated, a solution of this question will be arrived at.

* * *

III.

The committees of each of the contracting associations agree that their own members shall respect the regulations for the maintenance of fixed prices on the sale in foreign countries of books, periodicals and musical works to the public.

* * *

IV.

Associations established in countries which have not taken part in this agreement can become, at their request, adherents thereto, after the other contracting associations have been notified and have approved the way in which the new association has adopted, in its own regulations, the stipulations outlined in Article II.

This adhesion can be made through the intermediary of the Permanent Bureau at Berne, which will report the application to the associations already affiliated.

This adhesion implies a full and entire adoption of all conditions and obligations that this convention passes and puts in force one month after all the affiliated associations have voted their approval.

V.

The Permanent Bureau at Berne of the International Congress of Publishers is charged with carrying out the administrative details of this agreement.

The resulting expenses shall be charged to the contracting associations in proportions mutually agreed upon.

The formal instrument officially embodying this convention ought to be deposited in the archives of the Permanent Bureau, and should bear the signatures of all the delegates representing the associations of the affiliated countries.

* * *

VI.

The Permanent Bureau at Berne shall form a collection of all by-laws, in the regulations of the affiliated associations, bearing upon this present convention.

NOTE.—It will be necessary to keep members of the affiliated associations *au courant* with the local by-laws bearing upon this convention. Also it would be necessary to collect these by-laws where those interested could get at them.

Each association should translate its own by-laws into French, the official language of the Congress, and send this translation to the Permanent Bureau.

This convention is based upon the by-laws in force in the different countries at the time of its conclusion.

VII.

The present convention shall be ratified at Berne, and articles of ratification shall be exchanged within a year at latest.

* * *

VIII.

The present convention, a year after the exchange of the articles of ratification by the Committees of the Affiliated Associations, shall be put in force by the Permanent Bureau of Berne, and shall remain in force for one year after the date of application for an abrogation of the convention.

This application for abrogation must be addressed to the Permanent Bureau. It will affect only the association in question, while for the other affiliated associations the convention will remain in statu quo.

If one association believes, for any reason, that it ought to withdraw from the contracting associations, it can do so only after a delay provided for in the convention.

A RESUME OF THE RULES OF THE EUROPEAN BOOKTRADE ASSOCIATIONS GOVERNING BOOK PRICES AND DISCOUNTS.

WITH SPECIAL CONSIDERATION OF THE RULES FOR THE MAINTENANCE OF FIXED PRICES.*

GERMANY. The German *Börsenverein* has the most complete and iron-clad rules of any country for the maintenance of fixed prices. "In the sale of new books to the public," says Art. 5 of the "Regulations of Sale" of the *Börsenverein* the fixed price set by the publishers must be observed." "Books" (Art. 4) include "all works of literature, music, art and photography, which are reproduced by a graphic process, that is to say, beside actual books and periodicals, music, prints, atlases, topographic sheets, mappemondes, and, in short, everything capable, by its nature, of assignment under this designation." Similarly the "public" (Art. 3) includes "all persons, bodies, institutions, societies, associations, etc., who buy of booksellers for their personal use."

These rules (Art. 2) are "obligatory upon all booksellers and second-hand booksellers who sell books to the public within the territory under the jurisdiction of the *Börsenverein*, except that "local and regional" book-trade associations (Art. 5) "have the right to introduce in their rules of sale by-laws regarding the sale prices of works which have appeared without fixed prices being set on them, and these by-laws become obligatory upon all booksellers under their jurisdiction."

The habit, prevalent abroad, of having the bookseller, rather than the publisher, do the binding in many cases makes a further complication, rendering necessary rules (Art. 6) regulating prices for books having bindings either better or poorer than the publishers' bindings for the same books. Rebates are expressly forbidden.

"No rebate or discount (Art. 8) better than that authorized by the rules of sale of the local association shall be permitted in any kind or form, either as gifts, premiums, credit memoranda, profit sharings, etc." And further we learn "New copies, though they may have been furnished [in quantities] at a special price, either by the publisher himself or by a jobber, or by a wholesale house or some other intermediary, can be sold only at the fixed price."

Not only are rebates forbidden, but the mere advertising of offers of rebates is prohibited. "Even manuscript notice (Art. 9) of a proposed discount distributed or reproduced by a mechanical process" is considered just as much a public advertisement "as an advertisement in a magazine." "Any announcement," is the wording, "that is of a nature to inspire the idea that the advertiser is in a situation to supply books at a price lower than the fixed price shall be considered a

*[These rules are summarized from an Appendix to the above Report of Mr. W. P. Van Stockum, Jr. Lack of time prevented the translation for this issue of the P. W. of anything more than the rules of the German booktrade. The net price rules of the other countries will, however, be reprinted in a future issue of the WEEKLY.—ED. P. W.]

public offer of sale at discount," and treated accordingly.

Another clause of the same article provides that magazine premiums of books, which are still being sold separately at a fixed price, sold with the magazine at a price which is evidently a mere evasion of the rule forbidding discounts, shall be considered an infringement of that rule.

"The publisher himself (*Art. 10*) has no right to authorize the sale of his works below the fixed price, nor to sell them himself [to the public] below that price, until the discounted price has been made uniform for all."

"Scientific bodies or associations" which have, "by contract," collaborated in the publication of works shall have the right to secure copies in quantities from the publishers at a reduced price. The rule is sometimes also abrogated "in exceptional cases" (*Art. 12*) where there has been no collaboration. "In these cases the publisher is obliged, however (*Art. 11*), to protect the interests of the retailers by informing those interested of the case on the first announcement of the book, either by a notice inserted in the *Börsenblatt*, or, if the book in point be one of purely local importance, by direct notice."

But the term "bodies or associations" used above does not include (*Art. 12, Sec. 5*) "co-operative purchasing associations."

A discounted subscription price, contingent upon subscription before publication, is allowed only up to a date fixed upon by the publisher, and "this discounted subscription price and the date up to which it holds good must both be brought to the booksellers' attention."

"The publisher has the right (*Art. 13, Sec. 2*) of fixing a reduced lump price upon a series of books assorted, or a special quantity price upon a great number of copies of the same work, but only on condition that he make such reduced prices freely known and that all retailers are given opportunity to buy at these prices. Such goods are permitted to be retailed to the public at cut prices."

Such "*livres d'occasion*"* ("books released from the net price") can be advertised and sold at any price (providing the by-laws contained in *Sections 17* and *18* be followed) in the first semester that follows their insertion in the official catalog of the *Börsenblatt*.

Section 17 provides that "works released from the fixed price" can be "announced, offered and sold only under a designation which shows them without any possible doubt" as what they really are. These designations, for example, are admissible: "Superseded Edition"—"Bankrupt Stock"—"Second Hand Work"—"Obsolete Books"—"Out of Print Works"—"Shop-worn, No Longer Net"—"Price Reduced by Publisher." "Generally speaking" (*Art. 1, Sec. 2*) the fixed price is cut only when: (a) the publisher gives notice

that he abrogates it, or takes measures equivalent to an abrogation (for example, giving the work as a magazine premium); or (b) when he sells out his stock of a work as a *livre d'occasion*. In case (a) he is obliged and in case (b) he ought to announce the cut from the fixed price in the *Börsenblatt*.

It is further provided (*Art. 7*) that "if, within two years of the publication of a work, the publisher cuts the fixed price, or takes measures equivalent to cutting the fixed price, he is held accountable in damages by the retailer for all copies remaining in the retailer's stock. . . . The publisher, in this case, has the choice of the method of paying damages, either by refunding to the retailer in cash the difference between the net and the cut price, or by taking back the unsold copies."

SUMMARY OF LOCAL RULES.

DISCOUNTS PERMITTED BY THE REGIONAL AND LOCAL GERMAN BOOKTRADE ASSOCIATIONS.

a. Upon periodicals, classics sold in sets, educational works, as well as on all sales amounting to less than 10 marks, there can be allowed no sort of discount whatever, neither for cash nor on credit.

NOTE.—Not bearing discount: In the kingdom of Saxony and in Dresden, "articles on which the net price is not more than 3 marks;" in Brandenburg and Silesia, "sales up to a total of 5 marks;" in Berlin, "purchases up to a fixed price of 3 marks inclusive;" in Leipzig, "sales up to a fixed price of less than 3 marks;" in the Northern territory and in Hamburg-Altona, periodicals which appear five times or more a year, as well as all sales amounting in total to less than 10 marks; in Posen, sales under 10 marks; in the territory of the Association of Bavarian Booksellers (including Munich) any discount.

In Hanover-Brunswick, Silesia, Mecklenburg, Berlin and Leipzig maps and all articles on which the publisher's discount is less than 25 per cent. carry no retail discount whatever.

b. On all sales which do not come under the provisions of *Section (a)* there is allowed a discount of 2 per cent. on bills paid within a period of not exceeding six months.

NOTE.—In Brandenburg, Berlin and Leipzig a discount of 5 per cent. is permitted in these cases; in the territory of the Association of Bavarian Booksellers (including Munich) no discount at all is allowed. In Dresden and Leipzig the right to give this discount is not limited to the six months' period. In Mecklenburg this rebate is permitted, "but only on express demand."

c. To government bodies, public and institutional libraries a discount of 5 per cent. is allowed, unless forbidden under the terms of *Section (a)*.

NOTE.—In the territory of the Association of Bavarian Booksellers (including Munich) periodicals and articles having a unit price under 3 marks are deprived of the benefit of this discount. To the establishments of the Universities of Munich, Erlangen and Würzburg, as well as to the technical High School at Munich, is allowed a discount of 5 per cent., but an exception is made against *livres d'occasion* and periodicals as well as against all works on which the discount given the booksellers was less than 25 per cent. The Library of the Bavarian Landtag and the Municipal Library of Munich receive, however, a discount of 5 per cent. on all orders.

The Association of Booksellers of Wiesbaden permits a discount of 5 per cent. upon all the orders of the royal and municipal governments of Wies-

* *Sec. 15. Livres d'occasion.* "Under this head shall be included all books which have been public property, or have been rented, or shop worn books; or, in exceptional cases, old books which have been jobbed off by the publishers, or, finally, books which have been superseded by new revised editions or rendered obsolete for some other reason."

baden, except upon readers and hymnals for the common schools, etc., etc.*

d. To libraries which do business to the amount of at least 10,000 marks a year, a discount of 7½ per cent. is permitted upon books and upon periodicals which appear twelve times a year or less.

NOTE.—In Silesia and in central Germany, including Frankfort-on-the-Main, in the kingdom of Saxony, including Dresden and Baden-Pfalz, this discount is permitted only to state libraries; and in Silesia, besides them, to the library of the city of Breslau, etc., etc.*

e. Orders of books of all classes and prices, in quantities, are given a discount of 5 per cent. on orders of governments and educational bodies.

NOTE.—At Frankfort-on-Main this discount is also permitted to the libraries of pupils or of professors, on the order of a private professor, that is to say, one not in official employ, as well as on orders put in for poor pupils.

By "in quantities" is understood in Berlin orders of at least six copies; Baden-Pfalz requires a minimum of ten copies, etc., etc.*

DISCUSSION OF M. W. P. VAN STOCKUM'S PAPER.

Mr. A. Foerster, of Leipzig, who presided at the session, expressed great fear that it would be impossible to make any general rules applicable for all Europe, the interests in the different countries being so widely separated. M. Leclerc, of Paris, in commenting upon Mr. Van Stockum's report, also saw no possibility of effective price control of a foreign book in a foreign country; and Mr. Ad. Hoest, of Ghent, in passing, complained of the flood of French publications in Belgium, which almost thwarted the efforts of the few Belgian publishers.

M. Leclerc wished to refer action on Mr. Van Stockum's report to the Executive Committee for the next Congress. He then proceeded to explain his own proposition on the maintenance of the catalogue price and the abolition of inflated prices, pointing out the necessity of a mutual understanding on general rules to be applied in fixing the price of foreign books in foreign countries.

Mr. J. Mortkowicz, of Warschau, complained that German and French books—those of a scientific character especially—are supplied by the publishers themselves directly to private customers with such a discount from the retail price as practically to exclude competition by the retailers in Russia.

Mr. W. J. Kramers, of Rotterdam, pointed out that the active support of local associations would be necessary in the maintenance of fixed prices, for it is they who would have to establish proofs of individual transgressions.

In a long address Mr. K. Siegismund, of Berlin, explained the situation in Germany, and said that while the report of Mr. Van Stockum was excellent, the time was not ripe

for an international convention. He reviewed at length the efforts of the *Boersenverein* during the last thirty years in securing fixed prices for their home country, Austria and Switzerland; but added that so far they had been unable to grant the requests for protection made by foreign dealers, as it was legally impossible for them to prevent underselling outside the limits of the empire. Control had proved impracticable unless exercised by local associations; and even then it would be hard to prevent underselling from a third country. It was further impossible to fix a certain retail price for imported books, as the cost of the same was different to the small or large dealer, the latter, buying direct without an intermediary, having an advantage. Mr. H. Welter, of Paris, also criticised M. Leclerc's report, maintaining the necessity for a large increase on special orders of books from foreign countries.

M. Leclerc, Paris, answered both Mr. Welter and Siegismund, calling on the Congress, as publishers, to protest against unreasonable increases in the prices of imported books, in some cases as high as 25 per cent. He maintained that while it is true that the original publisher's price might not always be maintained on account of increased expenses, it should, at least, be avowedly taken as the basis for any increase made.

Mr. Ad. Hoest, Ghent, then reviewed in detail the report of Mr. Van Stockum, quoting from the official reports of the various associations' statements of what is already being done in the different European countries for the maintenance of fixed prices. He proposed an amendment to the original report, making formal request of the different foreign associations to get together at once and agree on an international arrangement.

Mr. J. H. Van Heteren, Amsterdam, professed to see no real reason why it should be impossible for the *Boersenverein* to admit foreign associations to their organization. He complained that this lack of mutual protection and denial of Holland's request for admittance had made it hard for Dutch dealers in German books to do satisfactory business. Mr. O. Forst, Antwerp, complained that the publishers made a practice of supplying books to dealers who were not regular booksellers, but carried books only as a side line. He wished that only registered book dealers be supplied direct.

Dr. W. Ruprecht, Goettingen, in turn answered to the criticisms made by the Hollanders regarding their non-admission to the *Boersenverein*, by explaining that so far this organization has its hands full at home, and that it would be a physical impossibility to do justice to demands from outside the borders of the Empire, where the collection of proofs would be difficult and the execution of an eventual effective punishment almost impossible. But Mr. De Lange, Amsterdam, still professed himself unconvinced.

M. Leclerc, Paris, then resumed the discussion from the publishers' point of view, amending his proposition to the effect that the foreign booksellers' associations should

*[The exceptions to the rules given in this fine print above are by no means quoted or translated in full, as they are voluminous and apply to all sections of the German Empire. The intention was to reprint the main rules, and a sufficient sample of the fine print exceptions to show how thoroughly and rigidly the German booktrade has regulated price maintenance down to the last detail.—Ed. P. W.]

unite in their respective countries and fix the retail price for foreign books, taking as a basis the price mentioned in the publishers' catalogue. Mr. A. Brockhaus, Leipzig, pointed out that it would be impossible to control underselling unless the publishers of all different countries concerned united to take action against an offender. If a German exporter, for instance, should sell French books from Germany at a cheaper price than is allowed by the French publishers' association, the German publishers would also have

to discipline the offender to make the control effective. So far as the proposition of M. Leclerc was concerned, he added, the Germans would have to reject it, as it would not be practicable to make definite rates for fixing prices for foreign books. After a few remarks by Mr. J. Ruiz, Madrid, and Mr. Leclerc, defending his resolution, the resolutions were put to a vote.

Mr. W. P. Van Stockum's report was accepted unanimously. M. Leclerc's was carried by a slight majority.

MUSIC SECTION.

Section (c), covering the music trade, was without American representation in the absence of Mr. Charles H. Sergel, of Chicago, who had expected to be present. The section concerned itself with the question of mechanical reproduction, and Dr. Gustav Bock, Jr., of Berlin, presented a paper on the development of copyright in Germany with reference to mechanical reproductions of music. He proposed a recommendation that those music publishers who had not yet transferred their rights for mechanical reproductions to the Paris or Berlin societies, covering this field, should do so immediately.

The meeting of the music section brought together a dozen or fifteen music publishers, who made a pleasant little party by themselves during the festivities of the conference, and there was naturally entire unanimity in the desire that the rights of mechanical reproduction should be reserved as part of the original copyright. The single meeting of this section was held later in the week at a time when there were no other meetings, so that these publishers might also attend the meetings of the other sections and of the Congress itself.

MARKEN EXCURSION.

At two o'clock on Tuesday two special steamboats were ready for the trip over the Zuider Zee to Marken. The little island was overflowed by about 300 members and guests, crowding both steamers, and the long procession was as much an object of interest to the islanders as they to the strangers. Thence

the visitors were ferried to Volendam on the mainland opposite, where a fine dinner was served at the hotel, to which a temporary wooden extension had been added for the purpose. Thence the party returned by steam tram to Amsterdam.

COPYRIGHT SECTION—SECOND SESSION.

The copyright section (a) held a second long meeting on Wednesday morning, at the opening of which Heer C. H. Robbers, of Amsterdam, presented his paper, "On the Settling by Arbitration of Differences Between Publishers of Different Countries," which called forth an interesting discussion, mostly of hearty approval of the general proposition, with the result indicated in the adoption of Heer Robbers' propositions later by the full Congress. Heer J. G. Robbers, Jr., his brother, later raised in his paper the question "Is it desirable to start a periodical publication which would be especially the organ of the Permanent Office, and will give publishers opportunity to publish and discuss the

questions which occupy the Congress?," which he answered affirmatively by proposing the publication of a quarterly journal. M. Max Leclerc, of Paris, discussed in his paper, "The Berlin Conference and the Berne Convention in regard to the right of translation." The report by M. E. Vandeveld, of Brussels, an exhaustive comparison of "The Berlin Conference of 1908 in Relation to the Berne Convention," was submitted in print in the collected reports, being rather detailed for verbal presentation. "A proposal to prepare the publication of an encyclopædia of the international booktrade" was presented in a paper by Herr Carl Junker, of Vienna, but in his absence at the moment was taken as read.

PUBLICATION OF AN INTERNATIONAL ENCYCLOPEDIA OF THE BOOKTRADE.

By CARL JUNKER, VIENNA.

In spite of its basic national character, the profession of bookselling is also international. Science and art know no frontiers, and their products, books, music and pictures, the latter even more than the former, belong to the entire world. Booksellers of every country have the same aim, but the roads by which

they arrive at it are modified in each case by local laws, administration and tradition. Various people have special literary needs as they have their own customs and their own institutions. There are in consequence various methods of distributing booktrade products. In their modern intercourse nations

have a tendency to modify and instruct each other. In this the booktrade can do its part. It can, by the interchange of ideas, ameliorate its economic condition, and by co-operation render victorious various individual attempts at the common good. This is the reason which led us to form this International Congress of Publishers, which in turn has led up to a completed organization through the foundation of a Permanent Bureau.

But all those who have worked along these lines who have tried to study the history, condition and institutions of the booktrade of different countries in comparing one with another, or even those who have searched for practical reasons to find out the booktrade customs in a non-Germanic country, have certainly felt, as I have myself, the lack of written information giving on a legal basis the organization and methods of sale of the booktrade in different countries. Many countries do not possess any real booktrade information. In many others it is so scattered as to be very difficult to get at.

Yet in running through the reports of our previous Congresses, we perceive often this lack of documents, documents which we should have to orient ourselves. Often the question comes up, "What are the booktrade customs in such and such a country?" The study of these reports has persuaded me that we have need of an auxiliary manual, a sort of *vade mecum*, nothing more or less than a summing up of booktrade conditions in the various countries which would form the most effective basis for rendering truly useful the work of our Congress. Most of the international congresses of our time are scientific. Science is unified and international. I am not asking a thing peculiar to the deliberations of our congresses, for to these other congresses also precise knowledge of national customs is considered an essential prerequisite. If we wish to come by a system of international regulation to found international institutions, national habits and customs must be made the starting point.

I intend therefore to propose the compilation of an encyclopedia for our work, securing experts in the various countries to describe the existing legal situation, the organization and methods of sale and distribution of booktrade articles in their respective countries. These contributions ought to be furnished with a short historical introduction and edited after a common plan in order to facilitate their use. Complete, they would have a double use; as a whole they would form an international encyclopedia of the booktrade; considered in parts, each section would be a manual of instruction for the booktrade of the individual country. For these descriptions the following uniform scheme might serve:

INTRODUCTION.

Historical summary.

Important economics and social conditions of publishers and booksellers.

Relations with foreign countries.

LEGAL BASIS.

1. Industrial law. What is a bookseller? Is he licensed or patented? Obligations toward any trade organization. Employees. Apprenticeship.

2. Commercial law. Necessity of registration. Bookkeeping. Accounting.

3. Rights of the press. Libel. Local depositories. Censorship.

4. Copyright. National laws. Relations with foreign countries.

5. Publishing law. Direct taxes on publication. Internal revenue. Custom House duties. Stamp taxes on books and on accounts, etc.

PROFESSIONAL ASSOCIATIONS.

Exchange of orders. Forwarding. Bureaus of information. Booktrade schools. Booktrade journals. Bibliography. Booktrade directories. Mutual benefit associations, etc.

BUSINESS METHODS.

1. Publishers. Special publishers. Scientific publications. Society publications. Official publications. School books. Publicity.

2. Jobbers. Forwarding. Postal regulations.

3. Retailers. Colportage. Antiquarian book-selling. Bookselling by mail. Book-stalls in railway stations, etc.

4. Art, picture, and post-card stores.

5. Music stores.

6. Circulating libraries. Books. Music.

SUPPLEMENTS.

Statistics of book production, of booktrade imports and exports. Booktrade laws and booktrade associations. Constitutions. By-laws. Critical bibliography of the subjects treated.

These descriptions ought to be written first of all in the language of the author, then translated into the nearest universal language, that is, descriptions concerning Germanic countries in German or English, descriptions in the Romance languages (and eventually also Slavic) in French.

It would probably be difficult to find an editor for such a collection of treatises. It would be easier, but not more advantageous, for an association of several editors in the different countries to interest themselves in such a publication. The surest guaranty of the complete execution of my project would be given only if the Permanent Bureau of the International Congress of Publishers at Berlin would attempt to interest booktrade associations in the different countries in this idea, and if they would complete it under the patronage of the Permanent Bureau. If each national association would describe its own national institutions and would publish them in a style uniform with the rest, the thing would be done, for the translation and compilation could be easily done by the Permanent Bureau. In this way, too, we could arrive very easily at an equable division of the expense. Several countries already possess tentative compilations of this kind of more or less value.

Herr Felix Dietrich, of Gauth-*Leipzig*, put

forth suggestions concerning an international catalogue of books sold under special conditions, and requested that information concerning such be sent to him for that purpose, these suggestions resulting in the later adoption by the Congress of a recommendation

that special lists of books thus offered should be printed in the trade organs of the several countries. These papers and the ensuing discussions occupied the meeting until the noon hour, when the specific work of this section was completed.

SECOND SESSION OF THE FULL CONGRESS.

On Wednesday at two o'clock there was a second meeting of the Congress itself, at which the important business was the ratification of the proposals from the several sections, which after more or less discussion were adopted for the most part in the shape submitted, as follows:

RESOLUTIONS VOTED.

SECTION A—COPYRIGHT AND PUBLISHING LAW.

1. The Congress, taking cognizance of the statement of M. van Stockum that a bill providing for the acceptance of the Berne Convention is about to be taken up by the Dutch States-General . . . expresses its appreciation at the adherence of Holland to the régime of international protection.

2. The Congress thanks the writers and publishers of Holland for their intervention in favor of the international recognition of intellectual property and puts itself on record as desiring to see increased still further the number of countries belonging to the Union by the adherence of those who still remain outside.

3. The Congress takes pleasure in repeating its thanks to M. Putnam for the perseverance which he has exercised in favor of copyright protection in the United States; it congratulates him on the success which he has helped bring about since the preceding session, and expresses its full confidence in the methods of MM. Putnam and Dodd, as well as of the Copyright League, to obtain in the future definitive concessions.

4. The Congress, recognizing that it is desirable to facilitate the settlement by arbitration of disputes which may arise between publishers of different nationalities, decides:

That the various national associations be invited to draw up each a list of arbitrators chosen from among their members and to send this to the Permanent Bureau, which will compile a general list; and

That, when the parties shall agree to submit to a decision by arbitration, and shall have named each an arbitrator, if the two arbitrators thus designated shall serve upon the president of the Executive Committee a collective and signed petition inviting him to designate a third arbitrator, the president shall choose this third arbitrator from one of the lists of another nationality from that of the two first arbitrators.

And that the decision of the third arbitrator designated by the president shall be final and without appeal.

5. The Congress calls the attention of its members to the dangers of the interposition between authors and publishers of third parties (other than agents acting under the control of national associations of authors), and invites them to use their influence to show in

every way the grave inconvenience of such intervention and to arrive at some method of restraining it.

The Congress moreover expresses the wish that the Permanent Bureau be charged with the collection of whatever communications may be made to it, and invites the members to signalize the proceedings taken by those agents that in case of necessity such proceedings might be brought to the knowledge of those interested.

6. The Congress recommends to the Executive Committee the publication of a quarterly periodical which shall be its official organ, and which shall besides give publishers opportunity to propound and discuss questions occupying the attention of the Congress. . . .

SECTION B. THE BOOKTRADE.

1. The Congress, recognizing the great necessity of placing international book and music trade reports upon a more solid basis than is at present the case;

Recognizing that it is especially necessary, for the publisher as well as the retailer of each country, to establish a mutual understanding having as its basic principle the protection of reciprocal booktrade interests in the various states;

Admitting that any violation is in conflict with the common international welfare of the booktrade, and that, for this reason, such violation ought to be strictly and energetically combatted;

Admitting that such a struggle presupposes an understanding between the booktrade associations of the various countries represented in the International Commission of the Congress, an understanding which would have as its keynote the formulation of general rules for the maintenance of fixed prices in the sale of books to parties not belonging to the booktrade;

Admitting that such an understanding can be reached provisionally by the associations established in some of the countries, and that the conclusion of such an agreement ought not to be delayed till every country complies;

It charges the Executive Committee to arrange as soon as possible for a meeting of the representatives of those countries whose associations agree to conclude a convention on the subject of the regulation of sale prices. . . .

2. The Congress, believing that the catalogue price fixed by the publishers should be always and everywhere the official basis of all transactions, and whereas it seems, from official documents produced at the Congress, that in several countries the catalogue prices of foreign books are raised excessively;

Decides to invite the various national asso-

ciations to establish, each for itself, a tariff for the sale of foreign books, taking as a basis the catalogue price fixed by the publisher.

3. The Congress recommends:

a. That publishers of scientific works should indicate, following the titles of such works, the year of publication, not only in the works themselves, but also in their catalogues.

b. That works simply reprinted without modification from a preceding edition, as well as those in which the title only is changed in the new edition, should bear these facts upon the title-page.

c. That new works should not be post-dated with the imprint of the year following when they appear more than three months before the end of the year.

4. . . . The Congress renews its recommendation that in all countries, and especially in those in the Universal Postal Union, the limit of weight for printed books, under wrapper, circulating in those countries be raised to 3 kilos.

5. The Congress, considering the reason there is to facilitate the placing of booktrade assistants in foreign lands, earnestly recommends to the trade associations of every country that they study this question, which is of great importance to the international booktrade.

SECTION C. THE MUSIC TRADE.

1. The International Congress of Publishers decides to recommend to music publishers that they organize, in their respective countries, organizations having as their aim the exploitation of the rights of mechanical reproduction, or else their adherence to those societies already founded for that purpose.*

Concerning M. Carl Junker's proposal for the "Publication of an International Encyclopedia of the Booktrade," and Mr. Michael Stern's suggestion regarding "The Inscription of the Titles on the Backs of the Bindings" no action was taken by the Congress.

After the adoption of the resolutions there was presented in place of the proposed report by Director Morel, who was detained at Berne by business, a report by Professor Roettisberger, secretary of the International Copyright Bureau at Berne, on "The Conference of Berlin and the Ratification of the Revised Berne Convention." It is interesting to note that the ratification has been made by ten countries, including France, Belgium, Germany, Spain, Switzerland, Luxemburg, Tunis, Liberia, Japan and Haiti. In Italy and Norway legislation toward ratification of the Berlin Convention is well advanced, but in the remaining three countries of the Berne Union—Great Britain, Denmark and Sweden—less progress has been made.

FURTHER RECREATIONS OF THE CONGRESS.

BOOKTRADE CLEARING HOUSE.

Later on Tuesday afternoon opportunity was given for a visit to the Bestelhuis or Clearing House of the Dutch booktrade, occupying a building of its own opposite the post-office at the Dam, whence books are received from all Dutch publishers and shipped to booksellers throughout Holland and the world over. Each publisher pays stated charges, according to the amount of business done during the year, and 600 publishers and booksellers throughout Holland are members of the organization. The booktrade library is a feature of the establishment, which is most effectively organized, and its interesting features well repaid examination. A new building necessary for the accommodation of the increasing business, and including a hall in which the general annual meeting of the members can be held, is in process of erection, and it is expected to open on the occasion of the 100th anniversary of the Netherlands Booktrade Association in 1912.

In the evening there was a special band concert for the members of the Congress under the trees at the Vondelpark Pavilion.

"THE BOOK" EXHIBITION.

On Thursday there were no meetings, and the open morning gave opportunity for visiting the remarkable exhibition of "The Book" at the fine Municipal Museum. This included two divisions, that of modern Dutch publishing, which showed the extraordinary and most creditable productiveness of Netherlands publishers at the present day. Among

other things were shown the remarkable enterprise of Sijthoff, of Leiden, in his photographic reproductions of the best texts of the Greek and Latin classics, of which a descriptive brochure was ready in English as well as in French and German. This part of the exhibition had been open for some weeks, but the retrospective exhibit from the beginning of printing was inaugurated in connection with the Congress. It was a unique exhibit, including a block-book credited to Coster, and for the first time loaned by the city of Haarlem outside its borders, and a copy of one of the earliest printed books, printed from the types used in the *Speculum*, and also a copy of the smallest book in the world, not larger than a lady's thumbnail, published in 1673. The exhibition was most worthy of the Netherlands booktrade and most astonishing to foreign visitors.

ROTTERDAM EXCURSION.

At one o'clock on Thursday the members with their ladies took the special train for Rotterdam proffered by the Netherlands State Railway, and enjoyed first an organized trolley ride throughout Rotterdam, then a reception at the Yacht Club by the Burgomaster of Rotterdam, who made a felicitous address of welcome in French; then an excursion by boat through the wonderful dock system which makes the harbor of Rotterdam, and finally a visit to the great steamer "Rotter-

*i.e., the "Soc. gen., et intern. de l'éd. phonogr. et cinémat." in Paris, and the "Anstalt für mechanische musikalische Rechte. G. m. b. H." at Berlin.

dam" of the Holland-American Line, literally the finest vessel afloat, where a six o'clock hospitality of the Holland-American Line and its exceptional cuisine were manifested in an exquisite dinner, at which agreeable addresses were made by a director of the line,

by the Netherland Minister of Foreign Affairs, and by others. The party were transported by river steamer to the Maas station for the return, reaching Amsterdam shortly after midnight after a most enjoyable outing.

CLOSING MEETING OF THE CONGRESS.

The Congress held its final session on Friday, July 22, 1910, at two o'clock, when Mr. George Haven Putnam's report on "The

Principal Features of the New Copyright Law of the United States" was summarized in French by Professor Ernest Reuthsberger.

A SUMMARY OF THE MORE IMPORTANT OF THE NEW PROVISIONS OF THE COPYRIGHT LAW OF THE UNITED STATES, WHICH CAME INTO EFFECT ON THE FIRST OF JULY LAST IN THE STATUTE THAT WAS ENACTED ON THE SECOND OF MARCH, 1909.

BY GEORGE HAVEN PUTNAM.

THE provisions selected for consideration are presented not in the order of their sequence in the statute, but in the order as far as I am in a position to judge, of their relative importance for the interests of transatlantic publishers and booksellers.

I. Copyright conditions for publications originating outside of the United States.

a. Works in the English language.

Section XXI (page 11) of the annotated edition of the statute.

The section reads:

"That in the case of a book published abroad, in the English language, before publication in this country, the deposit in the Copyright Office, not later than thirty days after its publication abroad, of one complete copy of a foreign edition, with a request for the reservation of the copyright and a statement of the name and nationality of the author and of the copyright proprietor and of the date of publication of said book, shall secure to the author or proprietor an ad interim copyright, which shall have all the force and effect given to copyright by this Act, and shall endure until the expiration of thirty days after such deposit in the Copyright Office."

Section XXII:

"That whenever, within the period of such ad interim protection, an authorized edition of such book shall be published within the United States, in accordance with the manufacturing provisions specified in section fifteen of this Act as to deposit of copies, registration, filing of affidavit, and the printing of the copyright notice shall have been duly complied with, the copyright shall be extended to endure in such book for the full term elsewhere provided in this Act."

Under the preceding statute, it had been required, in order to secure protection for a book originating outside of the United States and issued in the English language, that it be brought into publication in the United States in an edition manufactured within the territory of the United States *not later* than the date of its publication in Great Britain,

Australia, Canada or elsewhere. This requirement for simultaneous publication is identical with that which still finds place in the copyright law of Great Britain.

It has proved practicable, since the enactment of the law of 1891, to secure the protection of copyright for the larger number of the English books which were suited for sale in the American market, and the returns from which constituted a property right of value for the producer and for his assign. It has happened, however, from time to time with books originating in Great Britain on the one hand and with those originating in the United States on the other, that through some mischance in the carrying out of the transatlantic arrangements, or through some delay in the delivery across the Atlantic of the "copy" required for copyright purposes, the requirement for simultaneous publication has not been met and the copyright, whether English on the one hand or American on the other, has been forfeited.

Under the present provision, the English author, or his representative (usually the American publisher) to whom the publishing rights for the United States have been assigned, have practically a sixty days term within which to complete the production of the American edition and to fulfil the requirements of the American statute. Under this provision, it will very seldom be the case that a book the copyright of which might possess copyright value in the United States, will lose the opportunity of securing such copyright. Such instances may occasionally obtain in the case of a first book by an author whose work at the time has not been recognized as possessing commercial importance, but whose later productions bring him into note and secure a general sale. The first book may possibly have not seemed sufficiently promising to secure copyright entry and American manufacture. The number of such cases is, however, not likely to prove important. It is to be hoped on behalf of the interests of American authors that in such revision as is in plan for the British copyright act, some similar modification may be made of the existing requirement for "first publications in Great Britain."

b. Books originating outside of the United States in language other than in English.

Under the statute of 1891 these books of continental origin were subject to the same requirement for first publication or for simultaneous publication in the United States as were in force for English books. Under the amendment to this act which became law in 1905, an ad interim term was secured for transatlantic publications, originating in language other than in English, of twelve months within which to perfect the arrangements for an American edition and to produce such American edition under the requirements of the manufacturing provisions of the Act.

In the Act of 1909, a modification has been made which will secure a very important advantage for the authors or owners of books originating in language other than in English which are to be brought into print in the United States.

The requirement that such books as printed in the language of origin must be "manufactured in the United States" has been abolished.

Section xv, which covers the manufacturing requirement (see page 9) of the annotated statute, reads as follows:

"That of the printed book or periodical specified in section five, sub-sections (a) and (b) of this Act, except the original text of a book of foreign origin in a language other than in English, the text of all copies accorded protection under this Act, except as below provided, shall be printed from type set within the limits of the United States," etc.

The abolition of the manufacturing requirement for books originating abroad in language other than in English, leaves the author or his representative, the continental publisher or the American publisher, the full term of copyright within which to bring into completion an American edition manufactured in accordance with the requirements of the Act. If, for instance, the continental author may decide that he can secure greater advantage by meeting the demand of his readers in the United States with copies of the book as printed in the original, French, German, Dutch, Italian or Spanish, such author is at liberty to refuse or to delay having the book produced in the English language, and if the book be not produced in the English language there is no requirement for the printing of the editions in the United States.

The law leaves with the author, or his assign, the complete control of the book, and prevents its appropriation by any unauthorized reprinter or translator. It will, however, be essential for the author, or his representatives, to make deposit of the book in Washington under the conditions specified in Section XXI, cited above, within thirty days of the date of its publication abroad, but such deposit, covering not merely, as heretofore, an ad interim protection for twelve months, but a protection for the complete term of copyright, can now be made with copies of the book as printed in the language of origin.

At any time after such deposit up to the expiration of the term of copyright, 28 years

(with a possible renewal of 28 years further) the edition for English speaking readers can be produced, and such edition when produced must be printed from type set within the United States, etc.

Our friends in Great Britain, authors and publishers, have found occasion for criticism in regard to the very substantial measure of preference given to continental authors and publishers in thus conceding the full term of American copyright without requirement, at least for the edition in the language of origin, for American manufacturing.

The Englishmen who have given a careful study to the conditions of transatlantic publishing, among whom may be noted particularly Mr. William Heinemann (now the president of the British Publishers' Association), are, however, prepared to understand the ground on which this distinction was made.

Books as published in England are promptly advertised or announced to libraries and other bookbuyers in the United States by means of the English literary periodicals which are largely read throughout the country, and through citations from such periodicals printed in the literary press of the United States.

For many of these English books there is an immediate demand on the part of libraries and of the intelligent book-buying public. It would not be practicable without making prejudice against all copyright law, to refuse to those wanting the books in question the opportunity of securing copies within a reasonable time after the publication of the same in Great Britain and after the reviews have come into knowledge in the United States.

If an indefinite period were permitted, or a long period, such as the term of copyright, or a period extending even to a year or more, within which an ad interim copyright could be maintained for such book, it would be necessary to permit the importation during such ad interim period of copies of the English edition.

The value of the American copyright, that is to say of the control of the book for the American market, would be reduced in precise proportion in which such market had been "occupied" or supplied by copies of the English issue.

Then, therefore, the English author came to complete his arrangement with the production of an American edition of the book, he would find that he was not in a position to assign to the American publisher any exclusive control, or any satisfactory measure of control, for the proposed American edition. Neither he nor the American publisher would have precise information as to the exact number of copies of the English edition that might have been distributed or that might have been imported into the market and be available for distribution. An uncertain market means a reduced value, and the English author would, under such conditions, secure but a trifling price for the American copyright, even though after the American copyrighted edition had been produced, no further copies of the English issue could

be imported, at least through the ordinary trade channels. It was, on the other hand, of course important to avoid the loss of copyright through an accident to a steamer or a delay in a mail.

The two sets of requirements were fairly met by securing an ad interim protection for a term of sixty days, and, as stated, the American copyright of very few English works need be forfeited or impaired under the law as it now stands.

Illustrations.

The publishers of illustrated books, and the publishers of illustrations which are sold separately without connection with books, have a direct interest in the manufacturing requirements as specified in the last provision of Section xv of the Act (page 9 as before).

This section now reads:

"Which requirements (that is to say, the requirement for the production within the United States) shall extend also to the illustrations within a book consisting of printed text and illustrations produced by lithographic process, or photo-engraving process, and also to separate lithographs or photo-engravings, except wherein either case the subjects represented are located in a foreign country and illustrate a scientific work or reproduce a work of art."

It is my understanding that the provision as worded leaves the publishers of works of art produced by the photogravure process free to have the work of production of such photogravures done outside of the United States, and that copyright can be secured, as heretofore, for the designs of such works of art reproduced in photogravure through the deposit of the copies in Washington, according to the routine now in force.

The lithographers, the photo-engravers, the photographers and others having to do with this division of art manufacturing endeavored to secure the abolition of the privilege of copyrighting in the United States designs reproduced in photogravure, unless the work of preparing such photogravures had been done in the United States, but they were defeated in this issue.

The same representatives made a very strenuous fight to secure the requirement of American manufacture for all lithographs, photo-engravings, etc., whether for the use of prints to be sold separately, or for prints to be included as book illustrations.

They claimed that they were entitled to the same measure of protection as that accorded to the typesetters and pressmen. During the several years in which this Act has been under discussion, I had occasion to reiterate more than once in the arguments presented to Congressional committees the absurdity of insisting upon American manufacture for reproductions of designs (whatever the process), which designs had to do with objects that did not exist in the United States. I pointed out that if artists were reproducing European scenery or European buildings, or works of art the originals of which were to be found only in European galleries, it was absurd to make requirement

that the reproduction of their designs must be completed within the United States.

I pointed out further that for works of science produced abroad, it was essential that the production by the lithographic process should be completed in the places, or as near as practicable to the places, where the originals were in existence, whether these originals were in hospitals, in botanical collections, or in the form of scenic objects. This contention finally secured the approval of the Congressional Committees, and the modification of the prohibition of foreign manufacture (a modification which was worded by myself) was accepted, under which it was permitted to utilize European manufacture for lithographs, photo-engravings, etc., in the case of designs of objects "which did not exist in the United States."

There was the further limitation that the subjects of these designs must have to do with science or art, but science and art are broad terms, and it is probable that the provision as now worded will give to art publishers and to the publishers of illustrated books a sufficient freedom of action.

The attempt had been made by the representatives of the illustration industries to have cancelled the copyright of the text of a book which contained illustrations produced outside of the United States. If this measure had been carried, a long series of important transatlantic publishing undertakings would have been materially interfered with.

Notices of copyright.

A change has been made in the requirement for the notice of copyright which should prove of particular convenience to artists and to the publishers of works of art.

Under Section xvii (page 10) the requirement now reads:

"That the notice of copyright required by Section nine of this Act shall consist either of the word 'Copyright' or the abbreviation 'Copr.,' accompanied by the name of the copyright proprietor, and if the work be a printed literary, musical or dramatic work, the notice shall include also the year in which the copyright was secured by publication. In the case, however, of copies of works specified in subsections (f) to (k), (note Section v, page 6) namely:

- (f) Maps;
- (g) Works of art; models or designs for works of art;
- (h) Reproductions of a work of art;
- (i) Drawings of plastic works of a scientific or technical character;
- (j) Photographs;
- (k) Prints and pictorial illustrations;

"The notice may consist of the letter C included with a circlis, thus (C), accompanied by the initials, monogram, mark, or symbol of the copyright proprietor: Provided, that on some accessible portion of such copies or of the margin, back, permanent base, or pedestal, or of the substance on which such copies shall be mounted, his name shall appear."

Under this provision the requirement for a copyright entry in full on the face of a work

of art in such fashion as to risk the diffigurement of the design is avoided.

As I had occasion to point out to the artists who were interested, the letter C, to be enclosed in a circle, could be so shaped as to have the appearance of a wreath of seaweed about which swish the convolutions of a mermaid's tail. This condensed indication of copyright on the fact of a work of art is, as stated, to be connected with a record of the full name of the owner which can be placed on the back of the canvas or statue.

Publication.

European artists and designers have during the past years been brought under certain disadvantage in connection with a decision arrived at in one of the lower U. S. courts that the exhibition of a work of art in a gallery open to the general public constituted "publication" in the sense in which the term was used in the copyright statute. Under such earlier decision, an artist whose work had been exhibited in Leipsic, or Paris, or London prior to the date of the deposit of the two photogravures or photographs of the same in the library in Washington, lost his opportunity of securing American copyright. The decision of the United States Supreme Court in the Wertheimer case has settled this point in favor of the contention of the artist. Under the present interpretation of the American law, the exhibition of a work in a public gallery, provided that no permission be accorded for the copying of such work, does not constitute publication. The artist need, therefore, not throw away exhibition opportunities for the sake of saving time for the protection of his American copyright.

Music.

The contentions in regard to the protection of musical compositions were fought over very bitterly between the composers and their representatives on the one hand and the representative of the mechanical music interests on the other.

As I need hardly point out to those who have knowledge of the conditions of the music market in the United States, the reproduction of musical compositions by mechanical means for presentation to the public, with more or less artistic effectiveness, has become an industry of great magnitude. In the manufacture of these musical reproducing machines have been invested millions of dollars, and the sale of the machines and of the sheets of the musical notations utilized for these machines is increasing enormously from year to year. The members of Congress were prepared to recognize that the claim of a composer to a control of his property was in theory at least no less valid than that of the artist or of the author of a work of literature. They were, however, naturally influenced in their final decision as to the measure of protection to be afforded to the composer by the fact that musical compositions in one or other of these mechanical reproduction methods were utilized for the enjoyment of a very much wider public circle. They were averse to any provision of law which should narrow too closely the possi-

bility of utilizing for street music and for concert-hall music the current musical compositions of the day. They were also influenced by the charge, which it was very difficult to gainsay, that certain of the great music publishers of the country had bought up, in expectation of the enactment of a provision of full control for musical compositions, all the most important European compositions of the day which were likely to prove of commercial value for the American market. As a result of these considerations, Congress was not prepared to give to musical composers the same measure of protection that had been secured for authors and for artists.

Section xxv (which is too long to quote here in detail) makes provision for what might be called an "open publishing system" for musical compositions subject to royalty; that is to say, the composer does not secure the full control to one publisher, but must, in case he arranges for any reproduction of the composition by mechanical means, be prepared to concede the right for similar reproductions to any dealer who will agree to make payment of royalty at a fixed rate, not less than two cents on each part manufactured.

On the failure of the manufacturer to make payment of the amount due for such royalty within thirty days after demand, the court is instructed to enter judgment for the amount due and for an addition in the form of a penalty not to exceed three times such amount.

The representatives of the composers accepted this compromise as the best arrangement that was practicable in the present state of legislative and of public opinion in regard to the control of musical compositions.

Term of copyright.

The term under the preceding statute was 28 years, with the right of renewal to the author, his widow, or children for a further term of 14 years.

The term under the present Act is, in like manner, 28 years, with the right of renewal to author, widow, widower, children, heirs or representatives for a further term of 28 years. The privilege of extension belongs to works originating abroad as well as to those originating in the United States.

The application for renewal must be made not earlier and not later than within the last year of the original term.

Importation of copyright books.

In the earlier statute the importation provision, which dates from March, 1891, had left with libraries, associations of all kinds, and with individuals importing for use and not for sale the privilege of securing copies of transatlantic editions of works which had been entered for copyright in the United States. It had been the expectation of the authors, publishers, and others interested in a consistent and effective copyright law, that in the reshaping of the statute for legislation intended to be permanent, the conditions which were in force prior to 1891 would be restored; and that the importation of copies

of transatlantic editions of works entered for American copyright should be permitted only in connection with the permission of the author or of his assigns. This is, as you gentlemen are aware, the arrangement in force in the copyright statutes of all other states.

The legislators were, however, impressed with the contention on the part of the so-called interests of the general public that there might be risk in leaving with authors and with their assigns a "monopoly," that is to say, an exclusive control of the selling conditions, particularly in the case of works which had originated abroad.

The privilege of unrestricted importation of copyrighted books has, therefore, been confirmed in the new statute. It is a condition that not more than a single copy shall be entered in a single invoice, and it is a further condition that the copy shall be "imported for use and not for sale."

It is probable that transatlantic publishers, and particularly our friends in Great Britain, who are competing with the American publishers pretty sharply in the American market, will not find ground for serious dissatisfaction with this importing provision, inequitable and inconsistent as it undoubtedly is. We may point out, however, that the English publishers have themselves also a business interest in the purpose that our Copyright League has during the twenty-five years of its existence kept in view, namely, to bring the American statute into line, as far as practicable, with the existing copyright statutes of Europe, and to secure for the producer and for his assign an exclusive and effective control over the sale of the article produced. Under the natural development of the world's publishing business, there is from year to year an increase in the number of transatlantic publishing undertakings; that is to say, in the production of works or of series which are planned at once for sale in two or more markets. The development of such transatlantic publishing business, or of publishing "for joint account" between two or more publishing concerns ought in fact to proceed much more rapidly, as it is of importance for the interests of all book reading communities.

American publishers point out that, under the existing provisions in the statute of the United States, they are not permitted to control the American market; while under the statutes of Great Britain and of the other states of Europe they were estopped from invading the other bookselling markets of the world. This condition constitutes a special disadvantage in connection with international publishing undertakings. The privileges of a practically unrestricted importation of a copy-

righted book operates as a direct discouragement to investments in books or series planned for more than one market. In such an international series, in which the plant cost, or a substantial portion of the plant cost, namely the payments to authors, the payments for illustrations, and (as between Great Britain and the United States) the cost of the type-setting can be divided between two or more markets, there is a material saving in the cost of production, a saving the advantage of which can be, and under the ordinary market conditions comes to be divided between the author, the publisher, and the buyer. When, however, the American publisher who may plan to share such an international undertaking with one or more European publishers is not permitted to control his own market, he is discouraged from entering into such an undertaking, and a part of the loss resulting from such discouragement of literary productions and of publishing investment falls upon the book-buying public.

The experience of the past centuries has shown that all attempts on the part of legislators to place inconsistent restrictions upon the control on the part of the producer or the assign of a copyright production are contrary to the theory and the announced purpose of copyright law, which is "to further the production and the distribution of literature."

The result of such attempts has been to bring inconsistencies into the statutes, which have worked to the disadvantage not only of the authors and the business representatives of the authors, but of the communities themselves, for whose higher service (intellectual development) the copyright laws have been framed.

It may be concluded that the new American statute while, as pointed out, still containing serious inconsistencies and incongruities which will work detriment to the interests of the producers and of the community, constitutes a decided advance over the previous copyright law of the United States. We may congratulate ourselves that while the progress in the recognition of literary property is slower than could be wished, there is progress.

The men of my generation who have been interested in securing the fullest possible recognition of literary property, will not live to see world-wide copyright; but we have confidence that our grandchildren, if not our children, will accept such universal and uniform copyright law as one of the satisfactory results of civilization.

After this Mr. R. R. Bowker, as representing the American Copyright League, was called upon by the president. Mr. Bowker said substantially:

THE AMERICAN COPYRIGHT CODE OF 1909.

REMARKS BY R. R. BOWKER.

It is with regret that I speak in place of Mr. George Haven Putnam, the effective executive of the American Publishers' Copyright League, who has at many sessions of this Congress represented America and made so

many friends among you. I speak as a member of the American Publishers' Copyright League and as vice-president and chairman of the Executive Committee of the American Copyright League (of Authors), with which

the Publishers' League has so harmoniously co-operated. The friends of copyright in America desired that the new copyright code of 1909 should permit the United States to become a party to the Berne-Berlin Convention, and they regret that the "manufacturing provision," opposed by authors and publishers, but insisted upon by the typographers, prevents the adhesion of America. They rejoice that Holland, the birthland of Coster, the free printing press for Europe when the heavy hand of the *Index Expurgatorius* was laid upon all other countries, the champion of freedom under the great stadholders, is not to follow our bad example in America, and that the bad example of the new English patent law, but is to free herself from antiquated restrictions and through its proposed copyright law become a party to the world union of the Berne-Berlin Convention, leaving to the United States, with some British colonies and with Siam, the dishonor of being behind in the march of progress.

But the new American law makes the *amende honorable* to the authors of other languages, if not to our English-speaking brethren. At the instance of the American Copyright League (of Authors), seconded by the Publishers' Copyright League, the new law makes an open door for copyright protection to "the original text of works of foreign origin in a language or languages other than English," without requiring printing in America. A book in English, whether by an American author or by an English author, must be printed in America to obtain copyright. But a book in another language need not be printed in America, and can be copyrighted if the country has reciprocal relations with the United States. The translation into English or any other language must, however, be printed in America to obtain American copyright. You will see that America now treats foreign authors better than home authors, but American authors are very glad that their confrères in other countries are now freed from the restrictions which still bind us of America.

You will observe that the conditions of copyright are now very simple. No action is required before publication. Publication with notice of copyright on the work is the primary act, and copies of foreign works intended for sale in the United States must bear the American copyright notice. The second and completing act is the deposit of two copies in the Library of Congress, "promptly after publication," and if after requirement by the Copyright Office the two copies are not deposited within six months, then there is no copyright and the work may be reprinted by any one. All the foreign author or foreign publisher must do is to print an American copyright notice on copies intended for American sale, for which no previous application or permission is required, and then promptly deposit two copies in Washington, with the application for registration, for which the Register of Copyrights furnishes blank forms. If it were not for the manufacturing provision and other restriction, the United States has now a model copyright law.

In respect to music, the author has full control, and may prohibit the use of his musical work for mechanical reproduction. But if he licenses any one manufacturer to reproduce his music mechanically, he must then license other manufacturers on payment of a price fixed by law. The friends of copyright regret this compulsory license provision, but this also was necessary to insure adoption of the law.

We congratulate ourselves and our confrères in other countries, that the American code of 1909 is so complete and on the whole so good. We regret the unfortunate restrictions which make it impossible for our country to take its place among the world power as a signatory to the Berne-Berlin Conventions. We hope that, if not in our day, yet in the future days of our successors, America may come into the world union of international relations as other countries have done, as Holland is about to do, and that then Americans may have the pleasure of repaying at a session of this International Congress in New York, the grand hospitality which you, our publisher confrères of the Netherlands and our publisher confrères of all countries, have been so ready to shower upon us.

CLOSE OF THE CONGRESS

Mr. Dodd added a further word of explanation, emphasizing the fact that American publishers almost without exception opposed the manufacturing clause and desired the participation of the United States in the Berne Convention.

The president expressed graceful appreciation on the part of the Congress of the American reports, and his words were pleasantly confirmed by heartily unanimous vote of the Congress.

The Congress then proceeded to a consideration of the further recommendations of the several sections which were adopted with some modification, as follows, after discussion, led as to the proposed periodical by Herr Albert Brockhaus, and calling forth considerable debate as to the musical resolution from which specific reference to the Berlin and Paris societies by name was omitted.

The Congress by a rising vote expressed its sympathy with M. Gauthier-Villars, president of the French Cercle, on the sudden death at The Hague, while en route to the Congress, of Madame Gauthier-Villars, the one sad event connected with the meeting.

The invitation to Budapest for the next Congress, in 1912 or 1913, as may be determined, was then formally presented by Herr Ranschburg and most appreciatively accepted by unanimous vote of the Congress.

The president then expressed the satisfaction of the Netherland hosts in the meeting of the Congress, and his pleasant words of farewell were responded to by each of the countries represented. Mr. Edward Bell, as president of the British Publishers' Association, returned thanks in French for his associates, paying a high compliment to Holland for the productivity of its great men through the past ages, and Mr. Dodd, as president of the American Publishers' Association, responded for America, explaining that many

American publishers had been kept from the Congress in previous years, he thought, by the sense of the lack of reciprocal copyright relations, and that he should now advise his colleagues to be present at future conferences ready for conversation in the fourteen languages, and expressing the hope that at no distant day the Congress may hold a session in New York.

Other responses were made by Karl Siegesmund for Germany, Hans Feller for Austria, Ove Tryde for Denmark, Pablo Salvat for Spain, René Fouret for France, Victor Ranschburg for Hungary, Pietro Vallardi for Italy, Th. Lambrechts for Norway, Jacques Mortkowicz for Russia, I. A. Bonnier for Sweden, Hans Lichtenhahn for Switzerland, Paul Nijhoff for the Netherlands, M. Falk for Belgium. In a few closing words Heer J. G. Robbers, St., complimented Heer Loosjes as the successful leading spirit of the Congress.

THE BANQUET.

As a conclusion to the Congress there was tendered by the Association of the Dutch Booktrade and by the Association of Dutch Publishers a great banquet in the Royal Hall of the Zoological Gardens or Artis, the crowning hospitality of the week. The dinner was a remarkable exhibit of the Dutch cuisine, and menu and music list was printed on a clever representation of an old Dutch house. Vice-President Loosjes presided, making the introductions of the speakers in French, which language was in general used by the designated speakers. He read a despatch of welcome from the Queen, which was received by the guests standing, while the band gave a royal salute and the Dutch national hymn was sung. The leading speech was made by Her Majesty's Minister of the Interior, who gave a graceful welcome on behalf of Her Majesty and spoke of the importance of the relations of the Congress. The festivities continued until near midnight, and gloriously closed a remarkable gathering which will always be remembered by the participants.

The conference was remarkable for the pleasant deluge of literature connected with it, presented by different persons or bodies to members of the Congress. At the conclusion of President van Stockum's address were presented, with his compliments, copies of a leather bound folio on "*La Librairie; L'Imprimerie et La Presse en Hollande à Travers Quatre Siècles*"—the booktrade printing and the press in Holland through four centuries—containing facsimiles in connection with the history of their international relations collected and annotated by Heer van Stockum and published on the occasion of the Congress. A most generous and superb gift, which was most appreciated. In connection with the exhibition of "The Book" there were presented to members an illustrated cloth bound catalogue of the exhibition, and special catalogues prepared with special relation to the Congress. The Cercle de la Librairie of Paris had prepared in time for the Congress and presented to each member the remarkable "Vocabulaire Technique

De l'Editeur"—technical publishing dictionary, so long in prospect, of which German and English editions will later be issued. Most surprising of all was the gift at the final banquet from Messrs. Emrik & Binger, of Haarlem, to each member present of a beautiful photogravure album, following the route of the Congress in its several excursions, and giving portrait pictures of the party en route, including the Rotterdam excursion—a most artistic and remarkable achievement.

PRIVATE HOSPITALITIES.

Notwithstanding the crowded general events of the week, numerous special hospitalities were offered to members of the Congress or special parties. Invitation tickets were supplied for the Royal Palace and for the Willets Museum, a characteristic private house presented a few years since to the municipality as a permanent exhibit of a Dutch mansion of the olden time. On Wednesday Heeren Robbers, of The Hague, entertained a special party in that city and had dinner in Scheveningen.

On Saturday afternoon a large representative party was invited by the A. W. Sijthoff Publishing Company of Leiden to visit that historic university town as their guests. This name is one of the best known and most honored among Dutch publishers, and represents one of the oldest organizations of the Dutch publishing trade. The founder of the house is still living at the age of 82 in retirement near Munich, but he still takes an active part from there in the direction of the affairs of the house. The immediate administration is in the hands of his son-in-law and the latter's son, the Heeren Freutzen. On reaching Leiden the party was received by the younger Heer Freutzen, who conducted them on an interesting carriage drive throughout the city and its delightful surroundings, which terminated at the publishing house, where a courteous address of welcome in German was made by the elder Heer Freutzen. This publishing establishment, printing a daily newspaper as well as books, is one of the model printing houses of Holland, if not of the world, and is arranged somewhat on the plan adopted for the new Doubleday, Page establishment. The works front one of the tree bordered canals of Leiden and orders of the day are shipped each night by boat, to reach the Bestelhuis, Amsterdam, the next morning.

The vestibule was pleasantly decorated and the grand stairway wreathed with flowers for the occasion, and the reception was held in a large salon adorned with paintings and engravings, and here were shown the remarkable varied line of publications of the house, both popular and sumptuous. After the reception carriages were taken to the boat landing, where a special salon steamer was in readiness for a three hours' trip through the Leiden canals and the adjoining lake district of Holland. On the return there was still another banquet, at which a further welcome was given to the guests by Heer Freutzen, and this supplement to the official hospitality made a pleasant "amen" to the full week.

PERSONNEL OF THE CONGRESS.

OFFICERS AND COMMITTEES.

The following is a list of the presiding and honorary officers named for the several general and section meetings, though some of the later meetings scheduled it was not necessary to hold. The general officers and committees of the Congress included as Honorary Committee Her Majesty's Ministers of the Interior, of Foreign Affairs, and of Industry, the Queen's Commissioner for North Holland and the burgomasters of Amsterdam and Rotterdam; as honorary presidents, the presiding officers of previous sessions of the Congress already named, and M. Henry Morel, honorary member of the Executive Committee of the Congress at Berne, and as a committee on organization, President Van Stockum, Vice-President Loosjes, Secretary A. G. C. de Vries, who, as well as his brother, was indefatigable in his kind attention to foreign members, Treasurer S. Warendorf, Jr., and Heeren K. Groesbeck, N. G. van Kampen, H. D. T. Willink, Jr. The Committee of the Congress included a large number of Dutch publishers, and there were special committees on fêtes and on the book exhibition. The working secretaries of the Congress were M. Alfred Melly, secretary of the Permanent Bureau, and M. Jean Lobel, director of the Bureau of the Paris Cercle, while Professor Ernest Roettisberger, of Berne, headed the Committee of Interpretation, and put his knowledge of French, English and German at the constant service of the Congress.

PRESIDENTS AND VICE-PRESIDENTS OF THE DIFFERENT SESSIONS.

GENERAL SESSIONS.

- 1st (Monday morning). R. Fourret, E. Bruylant, W. Heinemann, A. Brockhaus.
 2d (Wednesday afternoon). J. Ruiz, Fr. H. Dodd, H. Tachauer, V. Ranschburg.
 3d (Friday morning). I. A. Bonnier, H. Lichtenhahn, P. Barbéra, O. Tryde.

SECTIONS.

- A. 1st session (Tuesday morning), pres. V. Loosjes, vice-pres. J. Hetzel, A. Meiner.
 A. 2d session (Wednesday morning), pres. L. Layus, vice-pres. E. Bell, P. Valardi.
 A. 3d session (Friday morning), pres. A. Dr. A. G. C. de Vries, vice-pres. P. Salvat, A. Cornélis.
 B. 1st session (Tuesday morning), pres. A. Voerster, vice-pres. A. Bastinos, J. Mortkowicz.
 B. 2d session (Wednesday morning), pres. R. J. Smith, vice-pres. H. Le Soudier, H. Feller.
 B. 3d session (Friday morning), pres. J. J. v. Druten, vice-pres. A. Hoste, M. Capra.
 C. One session (Thursday, 10 A.M.), pres. J. A. Alsbach, vice-pres. H. Schoen-aers, Dr. L. Streker.

SOCIETIES AFFILIATED WITH THE INTERNATIONAL CONGRESS OF PUBLISHERS.

The following societies were invited to send delegates to the International Congress, and most of them complied.

ALLEMAGNE.

Börsenverein der Deutschen Buchhändler, Leipzig.
 Verein der Deutschen Musikalienhändler, Leipzig.
 Deutscher Verlegerverein, Stuttgart.
 Korporation der Deutschen Buchhändler, Berlin.
 Deutscher Kunst-Verleger-Verein, Leipzig.
 Deutscher Musikalien-Verleger-Verein, Leipzig.
 Vereinigung der Berliner Mitglieder des Börsenvereins der Deutschen Buchhändler, Berlin.

ARGENTINE.

Centro de Union de Libreros Impresores y Anexos, Buenos-Ayres.

AUTRICHE.

Verein der Oesterreichisch-ungarischen Buchhändler, Vienne.
 Corporation der Wiener Buch-, Kunst- und Musikalienhändler, Vienne.

BELGIQUE.

Cercle de la librairie, Bruxelles.
 Chambre syndicale des Éditeurs de musique, Bruxelles.

CANADA.

Canadian Publishers' Association, Toronto.

DANEMARK.

Société des librairies danois, Copenhague.
 Société danoise des Éditeurs et Marchands de musique, Copenhague.

ESPAGNE.

Asociación de la Librería, Madrid.
 Centro de la Propiedad Intelectual, Barcelone.

ÉTATS-UNIS.

American Publishers' Copyright League, New York.
 American Publishers' Association, New York.
 American Music Publishers' Association, New York.

FRANCE.

Cercle de la librairie, Paris.
 Chambre syndicale des Libraires de France, Paris.
 Chambre syndicale des Éditeurs de musique, Paris.
 Syndicat pour la protection de la propriété intellectuelle, Paris.
 Syndicat des Libraires de la région de Paris, Paris.
 Syndicat de la Presse périodique, Paris.
 Chambre syndicale des Éditeurs de musique, Paris.
 Chambre syndicale des Éditeurs d'annuaires et de publications similaires, Paris.

GRANDE-BRETAGNE.

Publishers' Association of Great Britain and Ireland, Londres.
Music Publishers' Association, Londres.

HONGRIE.

Magyar Könyvkéreskedők Egylete (Société des librairies hongrois), Budapest.
Magyar Ujság Kiadók Országos Szövetsége (Société hongroise des éditeurs de journaux), Budapest.
Société des Éditeurs et Marchands de musique hongrois, Budapest.

ITALIE.

Associazione Tipografico-Libraria Italiana, Milan.
Associazione Tipografico-Libraria Cattolica, Rome.
Associazione Italiana degli Editori e Negozianti di Musica, Milan.

JAPON.

Tokyo Association of Publishers, Tokyo.

NORVÈGE.

Société des éditeurs norvégiens, Christiania.
Société des libraires norvégiens, Christiania.

PAYS-BAS.

Nederlandsche Uitgeversbond, La Haye.
Vereeniging ter Bevordering van de Belangen des Boekhandels, Amsterdam.
Vereeniging van Muziekuitgevers en -Handelaren in Nederland, Amsterdam.

ROUMANIE.

Association générale des Libraires de Roumanie, Bucarest.

RUSSIE.

Société russe des librairies et éditeurs, Saint-Petersbourg.
Société russe des éditeurs et marchands de musique, etc., Saint-Petersbourg.
Société des Libraires et Éditeurs de Riga, Riga.
L'Union des Libraires Polonais, Varsovie.

SUÈDE.

Société des éditeurs suédois, Stockholm.
Nouvelle Société des Éditeurs de Suède (Nya Bokförlaggarföreningen), Stockholm.

SUISSE.

Schweizerischer Buchhaendlerverein, Zürich.
Verband der Schweizerischen Musikalienhaendler, Zürich.
Société des libraires et éditeurs de la Suisse romande, Genève.

THE "INTERNATIONAL COMMISSION."

The International Commission of the International Congress of Publishers is as follows: Germany, A. Brockhaus; Austria, W. Müller; Belgium, E. Bruylant; Denmark, O. Tryde; Spain, J. Ruiz; United States, G. H. Putnam; France, J. Hetzel; Great Britain, William Heinemann; Hungary, V. Ranschburg; Italy, T. Ricordi; Norway, W. Nygaard; Holland, W. P. van Stockum, Jr.; Sweden, I. A. Bonnier; Switzerland, H. Lichtenhahn (ad interim); R. Fouret (France); H. Morel (Suisse).

THE "PERMANENT BUREAU."

Since 1908 the executive detail of the work of the Congress has been in the hands of a Permanent Bureau, of which Alfred Melly is secretary, which now occupies a suite of rooms at 24 Luisenstrasse, Berne, Switzerland. To the expense of maintaining this Permanent bureau the publishers associations of the various countries concerned contribute as follows:

Germany (incl. Austria and Switzerland).....	fr. 2000
Great Britain.....	" 2000
France.....	" 2000
United States.....	" 500
Belgium.....	" 300
Holland.....	" 300
Spain.....	" 250
Italy.....	" 250
Denmark.....	" 200
Hungary.....	" 200
Norway.....	" 200
Sweden.....	" 200

THE WORK OF THE PERMANENT BUREAU.

In the "Rapports" of the present Congress the work of the Permanent Bureau during the two years intervening since the last Congress is reviewed at length. In most of the items considered, however, American booksellers are only indirectly interested.

In the matter of the right of posthumous publication of correspondence the Congress took in 1908 a clearly defined stand (Resolution 138), reiterating the essential proprietorship of the writer, his heirs and assigns, in such correspondence. No general international agreement seems, however, to have been reached upon the point.

Regarding progress on the publication of the "Repertoire International de la Librairie" ("International Directory of Booksellers") (Resolution 143) the Bureau reports that out

of 9000 names (roughly estimated), to which information blanks have been sent for filling out, 3124 have been returned with the requisite information. It is purposed to publish the "Directory" in four parts: 1. A general international alphabetic list of booksellers, mentioned under each house, all information furnished by it; 2. A geographical list; 3. A classified list; 4. A list of the publishers and booksellers' associations of the entire world and of the trade press. Before publication proofs of the work will be distributed to the publishing associations of the various countries for correction and revision.

The proposition (Resolution 144) that all books *must* bear on the title-page the name of the publisher, even when the author is his own publisher, and prescribing penalties for

violation, met with small favor, practically all the countries voting "no," or giving lukewarm adherence.

Of most interest to American booksellers, perhaps, was the Bureau's report on (Resolution 145), "The Maintenance of the Fixed Price."

The text of the resolution read:

RESOLUTION 145.

Maintenance of Prices.

Text of the resolution:

1. The Congress can only reiterate the resolution passed at their Leipzig session and express the wish for its application in the various countries where sale at fixed prices is not yet enforced.

It expressed moreover the formal wish that local associations be organized everywhere with the object of making fixed prices respected in their country, not only for national publications, but also as far as possible, and reciprocally, for foreign books.

It charges the Permanent Bureau to encourage in all countries the establishment of associations of this kind capable of giving their co-operation in the realization of the present resolution.

2. The Congress desires that the Permanent Bureau study suitable ways and means of obtaining net price protection by legislation in each country in the interest of authors as well as publishers.

The Permanent Bureau has sought to find in which countries there are no publishers' associations, or which have associations unknown to it. These countries are: Bulgaria, Greece, Portugal, Servia, Turkey and the countries of Central and South America. It has tried to get into communication with the publishers of these countries, but without result.

Purely local questions the Executive Committee decided, in its Paris reunion of November, 1908 to leave to the judgment of the national associations. The Italian Association modified its statutes in October, 1909, for the purpose, instituting a federation of the local societies of booksellers to control sale at fixed prices; moreover, a commission has been charged to study a modification of the present rule which will put new restrictions on the granting of discounts. *L'Unione Tipografico-Libraria Cattolica* at Rome has drawn up and adopted a new rule of sale prompted by that of *l'Associazione Tipografico Libreria Italiana*. The new rule for the maintenance of the fixed price, from the *Cercle Belge de la Librairie* of December, 1908, put in force January 1, 1910, considerably restricts the granting of discounts and provides for various penalties. One of the principal objects of the Union of Polish Booksellers, founded in 1908, and affiliated with the Congress since 1910, is the equalization and regulation of the selling price. In 1908 there was founded at Budapest an Association of Publishers and Dealers of Hungarian Music, and there is talk of founding a like one in Spain. One of the principal objects of these new societies also will be the regulation of the selling price.

LEGAL PROTECTION FOR NET PRICES.

With regard to the execution of the second part of the resolution, the legal protection of the net price, the Permanent Bureau, following a decision of the Executive Committee, asked, in April, 1909, from each national association, if in the present state of legislation, and taking into consideration the particular circumstances of its own country, it considered it possible to obtain protection for fixed prices by legislation.

Here are the replies of the associations:

GERMANY. *Boersenverein*. On the occasion of the revision of the imperial law of 1896 on unfair competition the *Boersenverein*, in April, 1908, addressed a request to the Minister of the Interior to ascertain whether the new bill was favorable to the protection of fixed prices. The bill presented in January, 1909, by the Government ignored this request, but circumstances seemed nevertheless to permit the hope that the commission having the bill in charge would accede to the wish of the *Boersenverein*. We must wait to know what consequences the new law will have for the bookseller who protests so justly against ruinous price cutting (*Preisschleuderei*). In a judgment of December 14, 1903, the Tribunal of the Empire, in a case of violation of the regulation for the sale of books, decided in favor of the *Boersenverein*, which firmly hopes that in subsequent proceedings the right of the publisher to the fixed price protection will be recognized. (Another part of the same court, however, in a sentence of June 16, 1906, gave to the retailer the right to sell at any price he wished.)

Deutscher Verlegerverein. Does not think that they could obtain legal protection for the fixed price. Besides in their opinion the question is regulated by the by-laws of the German booktrade organization in a way which might serve as an example to other countries. The booktrade of these countries should organize on the model of the German booktrade, for it is only thus that they can hope for an international agreement.

Verein der Deutschen Musikalienhaendler. According to the German copyright law we could not obtain legal protection for the fixed price, and several attempts in this direction have fallen through; but the new law on unfair competition (in force October 1, 1909) could perhaps be of some help to the publishers. The society in November, 1908, established a contract by which the sellers promise, under pain of a fine of 1000 marks, to sell only at the fixed price.

UNITED STATES. *Music Publishers' Association*. Do not think the publishers could obtain protection of the fixed price by legislation.

American Publishers' Association. Same response.

FRANCE. *Cercle de la Librairie*. French legislation enforces the respect of the fixed prices established by the booktrade associations; the decrees of the Cour de Paris affirm this principle. A decree of 1902 says "that the publishers have the right to regulate the profits permitted in accordance with the conditions imposed by the boards of trade

of publishers and booksellers, conditions perfectly legal also in the terms of the law of 1884, since they were made entirely in the interest of the profession. The Cour de Paris has also declared that a merchant who puts on the market, under a definite price, a product of which there are duplicates for sale, can impose on him who resells it to the consumer the obligation of selling it only at the settled price. This stipulation, liberally interpreted, is lawful and binding upon the parties, as long as it has not been annulled by a judicial decision or by the consent of the parties, and puts no restraint on the liberty of commerce. (Cour de Paris, 24-25 July and 1 August, 1907.)

Chambre syndicale des Editeurs de musique. The music publishers do not seem disposed to give up their liberty with regard to the price to be placed on musical editions, or on the discount or absence of discount to be made on the marked price. Each one seems to wish to keep his entire liberty. It seems, moreover, impossible to find in France a government which could codify a regulation of the music trade and interfere with the liberty of the publishers.

GREAT BRITAIN. *Publishers' Association.* There is not much chance that Parliament will take up the question. There is no need for it, considering the unanimity which one finds on the subject of the maintenance of the fixed price, as a consequence of which the Association rarely meets with difficulties.

Music Publishers' Association. Same answer.

ITALY. *Associazione Tipografico-Libraria Italiana.* Protection would be very difficult to obtain and legal proceedings would not be of much use.

PAYS-BAS. *Cercle de la Librairie Néerlandaise.* There is no law protecting the fixed price and it is very unlikely that there will be one in the future. In view of local conditions and the ideas of the majority of Dutchmen on freedom of trade, there is absolutely no hope that the Government would propose or the legislative body pass a law which would have as its sole aim the protection of a fixed price set by the publishers.

SWITZERLAND. *Verband der Schweizerischen Musikalienhändler.* Is busy with the question.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.

Edward Baker's Great Book Shop, 14 and 16 John Bright St., Birmingham, Eng., Miscellaneous. (No. 279, 823 titles;) Books wanted, first editions, original bindings. (12 p. 12°.)

Baker & Taylor Co., 33 E. 17th St., New York City, Portrait catalogue of books, alphabetized by authors. (48 p. 12°, 33 pors.)

P. M. Barnard, 10 Dudley Road, Tunbridge Wells, Eng., Early English books, annotated, index of printers and booksellers of books printed in England and books in English printed abroad up to 1640. (No. 37, 393 lots;) Auction catalogues, catalogues of libraries and other bibliographical works. (12°, 213 titles;)

English art, architecture, book-binding, illustrated books, the Kelmscott Chaucer. (Manchester ser., No. 10, 335 titles;) List of tracts, mainly historical, poems, ballads, etc. (643 titles, 12°.)

Andrew Baxendine, 15 Chambers St., Edinburgh, Miscellaneous, books on Queen Mary, Sinclair's statistical account of Scotland. (No. 120, 1092 titles.)

Gammel's Bookstore, Austin, Texas, New and second-hand law books and Texas public documents, rare Texas historical books, (20 p. 12°.)

Henry Gray, 1 Churchfield Road, Acton, London, Family history catalogue. (No. 15, pt. 1, 32 p. 12°;) Canadian catalogue, books, pamphlets, maps, portraits, etc. (No. 1, 36 p. 12°.)

Otto Harrassowitz, Leipzig, Annotated catalogue of new acquisitions. (No. 73, 229 titles, 28 p.)

Charles Higham & Son, 27a Farringdon St., London, Theological books, chiefly second hand, 3 pts. (No. 492, 3144 titles.)

U. P. James, 127 W. 7th St., Cincinnati, O., American history, maps, old school books, South America, Mexico, West Indies. (No. 10, 1236 titles.)

E. W. Johnson, 121 E. 23d St., N. Y. City, Americana, art, curiosa, archæology, facetiæ, etc. (No. 38, 415 titles.)

K. F. Koehler, Leipzig, Bibliography of the newest publications in the German language. (No. 3, 8 p. 4°.)

G. Lemallier, 25 Rue de Chateaudun, Livres anciens et moderne, monthly catalogue. (No. 224, July, 639 titles.)

McCorquodale & Co., Ltd., 40 Coleman St., London, Railway books, calculators, exchange tables, English and French furniture, books suitable for the paper trade. (20 p. 16°.)

Martinus Nijhoff, Nobelstraat 18, The Hague, Holland, Nijhoff's communications about his recent publications, April to June, 1910. (32 p.;) Index to periodicals of the Netherlands (July). (No. 11, 36 p.)

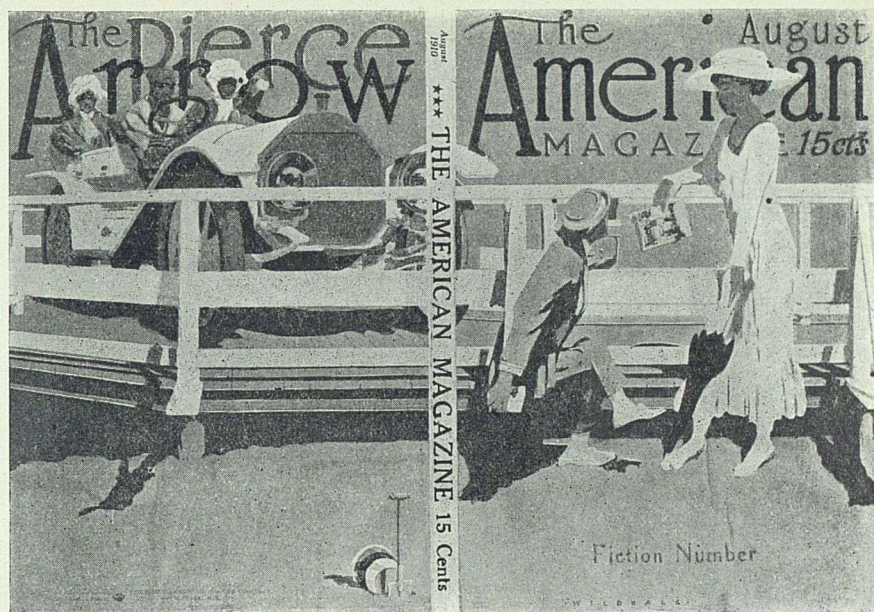
Bernard Quaritch, 11 Grafton St., London, England. (No. 294, Rare and valuable books on fine arts, pt. 8, Decorative and industrial art, the practical arts, 413 titles;) (No. 295, Autograph documents and letters, miscellaneous, recent publications, 48 p.;) (No. 296, Books on natural history, Pt. 4, Zoology, etc., 573 titles.)

Rebman Company, 1123 Broadway, N. Y. City, Medical, surgical and hygienic publications, annotated. (36 p. 8°.)

Vinda de Rico, Travesía del Arenal, Madrid, Books, prints and manuscripts from the 15th to the 18th century, second supplement to catalogue of Librería de los bibliófilos españoles. (396 titles.)

James Russell & Son, 53 Shaftesbury Ave., London, Engravings and drawings comprising aeronautics, London fires, shipwrecks, battles, Napoleon, etc., water color drawings, caricatures. (No. 222, 792 items.)

Shepard Book Company (Ye Olde Booke Shoppe), Moxum Hotel Bldg., 408 South State St., Salt Lake City, Utah, Rare works on biography, the Rebellion, etc. (No. 39, 24 p. 8°.)



AN INTERESTING INNOVATION IN MAGAZINE COVER DESIGN.

In this August cover design for the "American Magazine" it will be noticed that the Pierce Automobile advertisement on the back is continuous and uniform with the illustration on the front. The auto itself overlaps a little on the front cover, and the lettering is similar and distinctive front and back. The result is a heightened artistic level for magazine advertising, and a back cover which is, in its visual effect, practically as great an advertisement of the magazine itself as the front cover is. It points toward a new tendency in advertising art which will be followed with interest.

THE NEW MODERN CRIMINAL SCIENCE SERIES.

LITTLE, BROWN & COMPANY, of Boston, are announcing for fall publication a "Modern Criminal Science Series" of books written by continental authorities which promises to be one of the important publishing undertakings of the season. It appears that the American Institute of Criminal Law and Criminology is behind the enterprise, for this organization is of the opinion that America is backward in the intelligent and systematic improvement of the criminal law. It was decided therefore to translate and publish with an American introduction the works of the great minds of Europe, thereby furnishing a systematic and sufficient acquaintance with the controlling doctrine and methods regarding the individualization of present treatment and the causes of crime that now hold the stage of thought on the continent.

The first book announced for early autumn will be "Criminal Psychology," by Professor Hans Gross, of Graz, Austria, one of the half dozen most eminent European students of criminal science, translated by Dr. Horace M. Kallen, lecturer in philosophy at Harvard. The author will supply a special preface for American readers and Joseph Jastrow, pro-

fessor of psychology in the University of Wisconsin, will furnish an introduction.

The work will be followed later on in the season by "Modern Theories of Criminality," by C. Bernaldo de Quiros, of Madrid, one of the most eminent of modern Spanish criminologists. The translator is Dr. Alphonse de Salvio, of Northwestern University, and an American preface to accompany the translation has been prepared by the author, while W. W. Smiths, of Philadelphia, chairman of the translation committee of the American Institute of Criminal Law and Criminology has supplied an introduction.

Other volumes to follow, commencing in 1911, include "Crime, Its Causes and Remedies," by Cesare Lombroso; "Criminal Sociology," by Enrico Ferri, Professor of Criminal Law and Procedure in the University of Rome; "The Individualization of Punishment," by Raymond Saleilles, Professor of Comparative Law in the University of Paris; "Penal Philosophy," by Gabriel Tarde, late Magistrate in Picardy, France; "Criminality and Economic Conditions," by W. A. Bongers, Doctor in Law of the University of Amsterdam; "Criminology," by Raffaele Garofalo, late President of the Court of Appeals of Naples; and "Crime and Its Repression," by Gustav Aschaffenburg, of Cologne.

CIRCLE MAGAZINE FAILS.

THE CIRCLE PUBLISHING COMPANY, publisher of *The Circle Magazine* at 56 Madison Avenue, New York City, through its attorney, Arthur S. Van Buskirk, 63 Park Row, New York, has filed a petition in bankruptcy, with liabilities of \$111,200 and assets of \$51,832, consisting of stock, \$18,500; office furniture, \$5000; advertising accounts, \$21,757; note, \$5000, and real estate, \$1575, consisting of lots at Demarest, N. J., Fire Island Beach, and Lincoln Park, Pa. The managers of the magazine recently advertised extensively for more capital.

Among the creditors are Eugene Thwing, president and treasurer of the company, \$28,250; Redfield Brothers, \$16,248; A. L. Redfield, \$5000; Borough Bank of Brooklyn, \$4500; Broadway Trust Company, \$6500; Ticonderoga Pulp Paper Company, \$11,780; West Virginia Pulp and Paper Company, \$2700; George W. Wheelwright Paper Company, \$6039, and Funk & Wagnalls, \$2042. The company owes \$2304 to thirty-one employees for salaries and \$6726 to 250 writers for articles, among whom are William Jennings Bryan, \$50, due since July 26, 1909; John Philip Sousa, \$100; Edmund Vance Cooke, \$25; David Starr Jordan, \$25; Ida Husted Harper, \$35; Edward Peple, \$250; Catalina Paez, \$100; William T. Benda, \$150, and Horace Markley, Allendale, Pa., \$2000.

The *Circle Magazine* was started in January, 1907, by Funk & Wagnalls, and was sold to the Circle Publishing Company in April, 1908. The company was incorporated with a capital of \$100,000, which was increased to \$500,000 in November, 1908, of which it is said about \$275,000 in stock was issued.

The company has been hampered, it is said, by lack of working capital, and efforts to get additional funds to continue the business were not successful. At the annual meeting on April 28 last there was authorized an issue of \$300,000 debenture bonds, but no market could be found for the bonds, and they were not printed.

The number last month was gotten off the presses, but there was not enough money in the treasury to pay the postage on it, and the copies were never distributed.

Besides the debt to Mr. Thwing of \$28,250, the other principal creditors are those supplying the white paper. Mr. Thwing says that the bankruptcy of the company leaves him without a dollar in cash or property. He puts his personal loss at more than \$57,000.

THE MODERN NOVEL.

THE (English) *Book Monthly* recently held an authors' symposium on "the Modern Novel."

H. G. Wells disclaims any authority to criticize the general trend of the contemporary English novel, and at the same time admits he doesn't read many.

"When I do take up one by a new writer," he says, "more often than not I am surprised

by its power and quality. There is, I should think, an extraordinary abundance of admirable work being published now. I know my own game, of course, but whether I'm a reactionary or a leader or merely an eccentric writer I am unable to say. I incline to the belief I am the latter and no part of any 'movement' at all. My game is to break away from what I may call the objective, the dramatic novel, and to utilize every device I can find for a subjective presentation of life. I care very little for what people say or do and very much for how they feel and see things as they say and do. But Arnold Bennett, whose 'Old Wives Tale' is anyhow a novel of quite the first rank, is pitilessly objective. Galsworthy is still more detached and objective and dramatic. Conrad, like James, speculates about his characters but does not let you into them."

W. J. Locke says:

"You ask me rather a difficult question. There are so many English novels. Which is the English novel? Is it of the type of 'Fraternity' or 'The City of Beautiful Nonsense' or 'The Pools of Silence' or 'The Unaccounted Cost,' or a dozen others essentially differing in outlook and aim?"

"But perhaps it is this diversity, this independence, this impatience of a school which is the main feature of modern fiction. Undoubtedly the structure of the novel has thereby been loosened. It is a more flexible instrument than in the classic days of the three-decker. The novel of plot and intrigue, with its wonderful architectonic structure, which was brought to its absolute perfection by Miss Braddon, is as dead as the epic poem. Our modern work, in spite of diversity of type, seems to be more impressionistic than that of a few decades back. As for human interest, there can be no lessening of that so long as writers have a story to tell—and that they will have so long as there are men, women and babies left in the world. I am afraid this is very dogmatic, but when one has to condense an essay into a short note, *que voulez-vous?*"

Winston Churchill, the sole American author represented in the symposium, sees this same growing diversity of form that Mr. Locke does, but adds:

"I am catholic enough to enjoy them all, or nearly all. Provided a novel is the natural expression of the man or woman who writes it, it is interesting, no matter what form it takes: it is his or her view of life. I am speaking, of course, of good, or rather, well-written novels.

"However, I should say that one marked tendency of late years is to shorten the novel. Our forefathers not only read serious books, but they had also their leisure. The modern novel has shown a tendency to adapt itself to modern conditions, by having eliminated from the story what might now be deemed essentials and little journeys aside. It is apt, especially in the many novels that deal with the subject of the relations of the sexes, to be a mere thread confined to the principal personages in the story itself."

OBITUARY NOTES.

PROFESSOR H. G. SQUIRES, aged seventy-six years, died from pneumonia at Cheswick, near Pittsburgh, August 5. He was the author of many arithmetics, as well as inventor of the first school desk inkwell.

JULIUS EDWARD STOHLMANN, publisher of German religious books, died Sunday in his ninetieth year, at his residence, New City, Rockland County, N. Y., after a few days' illness. He was born in Germany in 1821, and when he was thirteen years old came to this country in a small sailing vessel after a seventy-two days' voyage. In 1847 he established in Milwaukee a German publishing concern, and later brought it to New York City, being located at No. 22 North William Street.

ANTHONY BLEECKER BANKS, a member of the firm of Banks & Co., of Albany and New York, the oldest law publishing house in this country, died last Saturday at Bar Harbor. He was mayor of New York City in 1876-1877 and 1884-1885. Mr. Banks was born in New York, March 7, 1835, the son of David Banks, who established a law book publishing house in that city in 1802, and two years later connected with it a branch house in Albany. He was a member of the Century Club of New York, the New York Yacht Club, and numerous other clubs and organizations.

PERSONAL NOTES.

W. G. PRESTON, of the *Bookman*, is laid up this week with a badly sprained ankle.

AMONG recent callers at the Office of THE PUBLISHERS' WEEKLY was J. K. Gill, president of the J. K. Gill Company, of Portland, Oregon. Mr. Gill reported business on the coast excellent, especially in book and stationery lines; and the outlook for the fall, not only on the coast but all through the west, never better.

CYRUS H. K. CURTIS, publisher of the *Saturday Evening Post and Ladies' Home Journal*, Philadelphia, was married in Milwaukee on Tuesday to Mrs. Kate S. Pillsbury. The couple left immediately after the ceremony for an extensive cruise on Mr. Curtis's steam yacht, the "Lyndonia," after which they will go to their summer home in Camden, Me.

ROY V. SOMERVILLE, well known in this country through his former connections with the *Delineator* and as American representative of a list of Canadian papers, has just been appointed advertising manager of London *Punch*. The publishers announce a net circulation of 100,000, considered remarkable for a purely humorous paper.

WALTER PULITZER, son of the late Albert Pulitzer, founder of the *New York Journal*, plans to establish in New York this fall a publication on the lines of the London *Punch*. Mr. Pulitzer, who returned from an extended trip to Europe last Saturday, says his publication will be essentially American in its treatment of political and social question and humor. He has not decided on a name yet, but

says that he has already made arrangements with a number of prominent English writers to contribute. Mr. Pulitzer also announced the completion of the memoirs of Albert Pulitzer, his father, which will be published simultaneously here and in England this fall. These memoirs, he says, will throw a new light on journalism of years back.

LITERARY AND TRADE NOTES.

NEWSON & COMPANY, New York, have just ready Richard Thomas Wyche's "Some Great Stories and How to Tell Them," a helpful book of suggestion and illustration for all teachers, librarians and others who have story-telling to do.

THE CENTURY Co. reports that it has gone to press for the third time with Harry A. Franck's "A Vagabond Journey Around the World," and that a third printing of Miss Sedgwick's "Franklin Winslow Kane" and a seventh of Mrs. Martin's "The Crossways" are now under way. It would seem as if the sale of "The Lady of the Decoration" would never stop; the book has just gone to press for the thirty-eighth time.

GEORGE BARR McCUTCHEON, having completed work on his forthcoming novel, "The Rose in the Ring," which is to be issued by Dodd, Mead & Company in the fall, has just started with Mrs. McCutcheon on a six weeks' automobile trip through New England. They will wind up at Kennebunkport, Me., where they will spend the rest of the summer near Mr. and Mrs. Booth Tarkington.

REILLY & BRITTON have just published a second edition of "Vehicles of the Air." This publication, which has become the standard aeronautical handbook in this country, was issued first in November last. The second edition has been revised and enlarged, the book now containing 514 pages. "The Tabular History of Flights" has been reset, and has been brought down to June 15, 1910. A very comprehensive index, occupying over twenty pages, has been added.

HOLMAN DAY has given himself up to a holiday now that his new novel, "The Ramrodders," is out. Mr. Day bought a fast forty-five-foot auxiliary yacht this spring, among whose attractions are a snug cabin and comfortable living, sleeping and eating quarters. During the middle of the summer Mr. Day will cruise with a party of friends, making Portland his base of supplies. Trips to that city and along the "Gulf of Maine," as it is called, will take the party over many of the scenes of Mr. Day's novel, "The Ramrodders."

THE JOHN LANE COMPANY enters the ranks of net fiction with "Forbidden Ground," by Gilbert Watson, the story of an Albanian peasant and a monk of the Greek Church. The greater part of the scene is laid in the monastery of Barlaam. Here the monks live sequestered, peaceful lives, "the world forgotten, by the world forgot," amid conditions which have not changed since the Middle

Ages. The heroine of the story comes to the monastery disguised as a boy, why it must be left for the reader to discover. The book is filled with passionate love interest and has a most unexpected ending; the quiet monastery becomes the scene of events of compelling interest.

Two new novels come from E. P. Dutton & Company this week, Louise Gerard's "The Golden Centipede" and Vincent Brown's "The Glory and the Abyss." The first is a tale of West Africa which takes its name from the symbol of an ancient "ju-ju" worship still carried on in one remote mountain temple. It weaves a spell of horror round the heroine and her reprobate brother, only broken by the death of the latter. Adventures follow thick and fast, but out of them all a most satisfactory hero emerges triumphant. The hero of "The Glory and the Abyss" spent his life in working and providing for his improvident parents and sisters and brothers, and is a fine study of character and conditions in a small country village in the neighborhood of London, where the hero worked as gardener.

So thoroughly threshed out has been the love story (if it may be called such) of George Sand and Alfred de Musset that we thought there was nothing new to be said. But Francis Gribble, in his exceedingly entertaining "The Passions of the French Romantics," relates an anecdote, retold in the current *Bookman*, which is certainly not generally known, and one that throws a curious light on Paris editorial methods in the middle of the last century. It concerns François Buloz, the famous editor of the *Revue des Deux Mondes*, who assumed charge of the magazine in 1831, two years after its foundation. George Sand and De Musset were among his contributors, and he introduced them to each other, it is said, in the fond hope that they would fall in love and quarrel, and draw inspiration from their experiences—in which case what splendid copy for his magazine!

THE recent publications of the Macmillan Company include "Design in Theory and Practice," by Ernest A. Batchelder; "Dictionary of Music and Musicians," volume v., by Sir George Grove; "The Statesman's Year Book 1910," "St. Petersburg," by G. Dobson, with 32 colored plates by F. De Haenan; "The Romance of London," by Gordon Home, with 16 color plates and 6 line drawings; "Advice to Consumptives," by Noel D. Bardswell; "The Practical Telephone Handbook," fourth edition, revised by J. Poole; "Socialistic Fallacies," by Yves Guyot; "The Crowd," seventh edition, by Gustave Le Bon; "The Teaching of Scientific Method," second edition, by Henry E. Armstrong; "Threads in the Web of Life," by Margaret R. Thomson and J. Arthur Thomson; "Supplementary Exercises on Ora Martitima," by M. L. Stafford Smith; "Land and Labor," by B. Seebohm Rowntree; "Principles of Chemical Geology," by James Vincent Elsdon; and "Thoughts on Some Questions Relating to Woman, 1860-1908," by Emily Davies.

THOMAS Y. CROWELL & COMPANY have ready a number of new books of varied interest. "Seeking After God," by Dr. Lyman Abbott, contains five lectures, with for the central theme the idea that there are multitudes who consciously or unconsciously are really seeking to find their true relation to God. Somewhat along the same line of thought is George Arthur Andrews' "What is Essential?" a discussion of what is the main issue of the religious life. The author of "As a Man Thinketh," James Allen, has written another essay on the conduct of life which he calls "From Passion to Peace," which has also just been published by this house. A book of essays with literary subjects is William P. Trent's "Longfellow and Other Essays," while to the juvenile list has been added "The Story of Jesus Told for Children," by E. F. Jones; this book is fully illustrated. This same firm has secured from George W. Jacobs & Co. Jeanie A. B. Greenough's compilation of prose and poetry, "A Year of Beautiful Thoughts," and the book is now issued under their imprint.

DODGE PUBLISHING COMPANY announce for immediate issue "The Littlest Fairy," by Elizabeth C. and Doris Webb, a fairy story filled to overflowing with the most delightfully amusing nonsense. Cherito, the littlest fairy of all Fairyland, is blown away from home in her sleeping-bubble, and lands in the garden of two friendly children, who are naturally delighted to undertake to escort her back to her own country. Their funny adventures on the long journey, and the funny people and beasts they meet on the way make the story, which is as beautifully topsy-turvy as the adventures of the classic Alice. As Alice in that delightful book, so Teddy and Brenda in this, meet with the most unheard of situations and do the most impossible things, with a calm impassiveness and a perfect capability to dominate all conditions, only to be found in fairyland. The characters, fairies, children, grown-ups and animals, are all of the charming family of Peter Pan and his friends. The illustrations, marginal sketches and full-page color plates, by Ruth Sypherd Clemens, are thoroughly in the spirit of the story.

THE first of the autumn publications of Houghton Mifflin Co. will appear to-day. "Enchanted Ground," a novel by Harry James Smith; "The Meddlings of Eve," in which William J. Hopkins tells more about "The Clammer" and his wife; a popular holiday edition of Mrs. Gaskell's "Cranford;" "Letters to a Salmon Fisher's Son," by A. H. Chayter; "Young Americans in the British Isles," by Everett T. Tomlinson; "Ethics for Children," by Mrs. Ella Lyman Cabot, of the Massachusetts State Board of Education; and "Melodies of English Verse," by Lewis Kennedy Morse. In the *Riverside Educational Monographs Series* three new volumes are ready: "The Problem of Vocational Education," by Dr. David Snedden; "The Ideal Teacher," by Professor George H. Palmer; and "The Teacher's Philosophy in and Out of School," by Dr. William DeW. Hyde. Three new

numbers appear in the *Riverside Literature Series*: Sheridan's "The Rivals;" Parton's "Captains of Industry," and Macaulay's "Essays on Lord Clive and on Warren Hastings."

NOTES ON FALL BOOKS.

LIFE is short, and the "Diary of Samuel Pepys" is long; yet he who has failed to make the acquaintance of the author of the book in question has missed a rare pleasure. To introduce to Mr. Pepys those who have not met him, to make him more readily accessible to the host of those who already know him—these are the aims of a volume of selected passages, "Red-Letter Days of Samuel Pepys," which Sturgis & Walton Company will bring out this Autumn. The book is edited by Edward Frank Allen, and Henry B. Wheatley, the authority on Mr. Pepys and his work, will provide an introduction.

AMONG the new novels promised by the Lippincotts for fall publication are "The Imposter," a tale of old Annapolis in the days of Governor Sharpe by John Reed Scott; "The Lady of the Spur," by David Potter, author of "The Eleventh Hour" and "The Lost Goddess;" "The Scales of Justice," an intense mystery story, with the third degree as it is actually practiced as its basis, by George L. Knapp; "The End of the Rainbow," by Stella M. Düring, author of "Love's Privilege" and "Disinherited;" "The Path of Honor," by Burton E. Stevenson, author of "Cadets of Gascony," "At Odds with the Regent," etc.; and "A Dixie Rose," by Augusta Kortrecht.

B. W. DODGE & COMPANY publish but one book of fiction this fall, but that one is a novel of such unusual power and dramatic and historic quality as to well merit their laying the entire stress of a selling season upon it. Its title is "When Cattle Kingdom Fell," and it is its author's, J. R. Stafford's, first book. The scene is the Texas of twenty or thirty years ago, and the life portrayed is that of the cattle country. The novel is, however, no mere "cowboy story," but a splendidly vivid presentation of strong men and women. That the real villain, the underlying mainspring of the story's action, is a man of such rugged strength and masterful personality that he comes near being the book's hero does not detract from the book's appeal.

THOMAS Y. CROWELL & COMPANY have already issued some of their fall juveniles, which promise plenty of interesting reading for young folks. Under the title "Chinese Fairy Stories," Norman Hinsdale Pitman has gathered eleven fairy tales from the store of China and brought them out with good illustrations in color. "God's Troubadour," by Sophie Jewett, tells the story of St. Francis of Assisi and is illustrated in many cases from photographs taken by the author on a trip to Italy during which she collected material for this book. Eleanor Hull, in "The Boys' Cuchulain," retells some of Ireland's heroic myths, while in H. R. Hall's "Days Before History" children

may learn how a boy named Tig lived in England before the days of chronicle and record. A combination of fairy tale and bird lore will be found in Lilian Gask's "The White Merle," whose small hero flies over the world with the birds. Charles Kingsley's "Hereward, the Last of the English" is an addition to the Luxembourg Library; and three volumes have been added to the *Handy Volume Classics, Pocket Edition*—"Best American Orations," selected by John R. Howard; "Best American Essays," with the same compiler, and "Characteristic Passages from the Hundred Best English Prose Writers," selected by Adam L. Gowans.

DUFFIELD & COMPANY's list of books for the autumn is one of the strongest of the year, and contains many famous names. Besides the much-talked-of "Chantecler," which this house is issuing in English, there are an H. G. Wells novel, "The New Machiavelli," a book conceived on the lines of "Tono-Bungay;" Marguerite Bryant's "Anne Kemburn: Truthseeker," the next book after the same writer's "Christopher Hibbault: Roadmaker," now in its sixth edition; Richard Dehan's "One Braver Thing," a novel issued in England under the title of "The Dop Doctor," and already in its third edition there; "Devious Ways," by Gilbert Cannan, author of that promising first book, "Peter Homunculus;" Katharine Holland Brown's "White Roses," with illustrations by James Montgomery Flagg; "The Getting of Wisdom," by Henry Handel Richardson, author of "Maurice Guest;" "Angela's Quest," by Lilian Bell, illustrated by A. B. Wenzell; "The Pools of Silence," by H. de Vere Stacpoole, the third, and perhaps the most powerful, of Dr. Stacpoole's romances of the tropics and the Orient. One of the important books of non-fiction will be Mrs. Sharp's memoir of her husband, William Sharp (Fiona Macleod), containing intimate letters and correspondence with Rossetti, George Meredith, Tennyson, Robert Hichens, E. C. Stedman and many others, and affording a striking glimpse of that curious dual personality, "Fiona Macleod." Other books of non-fiction on Duffield & Company's list are "Furniture," by Esther Singleton; "Heroic Spain," by E. Boyle O'Reilly, daughter of John Boyle O'Reilly, the Irish patriot and poet; "The Science of Advertising," by Edwin Balmer; "Stories of the Spanish Artists," in the *Art and Letters Library*; Oscar Wilde's "Ballad of Reading Goal," in the *Rubric Series*; "Ancient English Christmas Carols" and "The Cell of Self-Knowledge," in the *New Mediaeval Library*; "Sketches and Snapshots," by the Right Hon. G. W. E. Russell; "Rambles with an American," by Christian Tearle; "The Quintessence of Nietzsche," by J. M. Kennedy; "Leaders of Socialism: Past and Present," by G. R. S. Taylor, with studies of Owen, Saint Simon, Karl Marx, Ferdinand Lasalle, William Morris, Bernard Shaw, Robert Blatchford, and many others; "An Eighteenth Century Correspondence," comprising letters of Dean Swift, Pitt, Robert Nugent,

the Earls of Guilford, Coventry and Hardwicke, among others, and "The Life and Letters of William Beckford," author of "Vathek," by Lewis Melville.

BUSINESS NOTES.

HOUSTON, TEX.—E. M. Parrish is opening a book and stationery store in the Temple Building. He recently returned from the North and East, where he purchased a \$20,000 stock.

OSWEGO, N. Y.—W. N. Bacon has greatly increased the size of his book and postal card store on Broad Street.

PITTSBURG, PA.—R. S. Davis & Co., well known to the booktrade, will remove next October from their location near Fifth Avenue to 416 Wood Street, where they have leased the first floor and basement of a new building erected by the Union Trust Company. The new storeroom measures 21 x 120 feet, considerably larger than the firm's present quarters, and the intention is to fit the new store up as the finest of the kind in the city.

SANDUSKY, O.—Flames in the basement under N. E. Marshall's bookstore threatened the destruction of the Moore building July 21. Mr. Marshall suffered a loss estimated at \$5000.

PICK-UPS.

OLD CYRUS SIMMONS' RULES FOR HIS EMPLOYEES.

RULE 1.—Don't lie—it wastes my time and yours. I'm sure to catch you in the end and that's the wrong end.

RULE 2.—Watch your work, not the clock. A long day's work makes a long day short and a day's short work makes my face long.

RULE 3.—Give me more than I expect and I'll pay you more than you expect. I can afford to increase your pay if you increase my profits.

RULE 4.—You owe so much to yourself that you can't afford to owe anybody else. Keep out of debt or keep out of my shops.

RULE 5.—Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

RULE 6.—Mind your own business and in time you'll have a business of your own to mind.

RULE 7.—Don't do anything here which hurts your self-respect. The employee who is willing to steal for me is capable of stealing from me.

RULE 8.—It's none of my business what you do at night. But if dissipation affects what you do next day and you do half as much as I demand, you'll last half as long as you hoped.

RULE 9.—Don't tell me what I'd like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need lots of them for my dollars.

RULE 10.—Don't kick if I kick—if you're worth while correcting, you're worth while keeping. I don't waste time cutting specks out of rotten apples.—*Herbert Kaufman, in Printer's Ink.*

Books Wanted

Under this head booktrade subscribers, under their own names, are given five nonpareil lines (exclusive of address) free advertisement for books out of print in any issue except special numbers, but not exceeding 100 lines a year. If over five lines are sent the excess is at 10 cents a line. Books not out of print, repeated matter, and all advertisements from non-subscribers, cost 10 cents a line. Objectionable books are excluded so far as they are noticed.

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Old Louisiana Books.

Arthur M. Allen, 454 Fulton St., Troy, N. Y.

Murger, Scenes in Bohemia.

Joel Chandler Harris, anything of.

Emma Marshall, On the Banks of the Ouse.

Amer. Bapt. Pub. Soc., 514 N. Grand Ave., St. Louis, Mo.

Seven Thousand Words Often Mispronounced. Formerly pub. by Funk & Wagnalls.

Americus Book Co., Americus, Ga.

Life of Thomas F. Marshall.

Life of W. L. Yancey.

Anything by A. B. Meeks of Ala.

John R. Anderson, 67 Fifth Ave., N. Y.

Family Prayers for Thirteen Weeks, by J. R. Miller. Nelson & Sons.

W. H. Andre, 604 Kittredge Bldg., Denver, Colo.

Poetical Works of John Keats, by Harry Buxton Forman, 4 vols. London, 1883.

F. S. Bailey, University Block, Syracuse, N. Y.

Set of Musick, Columbian Novels.

Morris, Greater Republic.

Set of Vassar Girls, by Elizabeth Champney, 10 vols. 2 sets of Universal Cyc. and Atlas.

H. Carey Baird & Co., 810 Walnut St., Phila., Pa.

Fenner, Complete Formulary, 12th ed.

Memoir of Thomas Handasyd Perkins, by Thomas G. Carey. Boston, 1856.

Wm. Ballantyne & Sons, 428 7th St., N. W., Washington, D. C.

Downing, Fruit and Fruit Trees of America, Wiley.

H. E. Barker, Springfield, Ill.

Tom Sawyer, 1st ed.

Huckleberry Finn, 1st ed.

Books and pamphlets relating to Lincoln.

B. D. Berry, 378 Wabash Ave., Chicago, Ill. [Cash.]

Researches on Movements Used in Writing, by Cloyd N. McAllister, reprinted for vol. 8, Studies from Yale Psychological Laboratory, pap., 43 pages. Pub. by author, New Haven, 1900.

Bobbs-Merrill Bookstore, W. K. Stewart Co., Indianapolis Ind.

Daniel Henry, Under a Fool's Cap (Songs).

Terrace Roses, by Gardner.

Skeats's Etymological Dictionary, 3d ed.

Jefferson Davis, Rise and Fall of the Confederate Government.

T. G. Wormley, Micro-Chemistry of Poisons.

Alex. Blythe, Poisons, Their Effects and Detection.

History of the National Flag of the U. S., by

Schuyler Hamilton, Capt. by Brevet U. S. A.

Pub. by Lippincott, Grambo & Co., 1852.

Bonnell, Silver & Co., 48 W. 22d St., N. Y.

Torn Sails, Raine.

Ferguson, Irish Before Conquest.

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Hall, S. C., Ireland.
Barlow, Creel Irish Stories.
Godkin, Religious History of Ireland.

Book and Print Shop, 24 W. 39th St., N. Y.
Sanford Bennett's Exercising in Bed.
Gildemeister and Hoffman's Volatile Oils. Milwaukee, 1900.

The Boston Book Co., 83 Francis St., Back Bay, Boston.

So. Literary Messenger, May, 1862. \$2.

Brentano's, 5th Ave and 27th St., N. Y.

Ariosto's Paladin and Saracen.
Medallie History of United States.
Camera and Pencil, about 1866.
Hardwich's Photographic Chem.
Stirner's Sole and His Own.
Gordon's Racing Rhymes.
Busch's Bismarck.
Juglar's Brief History of Panics.
Sichel's Household of Lafayette.
Calmour's Pract. Play Writing.
Forbes's Chinese Gordon.
Churchill's General Gordon.
Blue Book American Aristocracy.
Phillmore's Sophocles.
Carter's Freemasonry Unmasked.
Starbuck's Psychol. of Rel.
Ribot's Psychol. of Emotions.
Warner's Coal Mine Workers.
Sermons of Rev. Daniel Murray.
Devere's Leg. and Records of Church.
Devere's Poems.
Devere's Leg. of St. Patrick.
Essays Lit. and Ethical.
Dawson's African Nights.
Pluribustah.
Northrop's Twelve Years a Slave.
Mead's Thrice Greatest Hermes.
Gate Beautiful.
Belloc's Path to Rome.
Karr's Tour Round My Garden.
Turman's Anc. Pag. and Modern Chr. Symbolism.
Hargrave's Phallicism.
Westrop's Primitive Symbolism.
Westropp's Anc. Symbol Worship.
Astronomer's View of Heaven.
The Ancient State. 1694 or later.
Russell's Book of Authors.
Hall's Jerusalem Against Itself.
William II. and His Consort.
Hope's Lady Ursula.
Archibald Malmalson.
Renan's Caliban.

Brentano's, 1228 F St., N. W., Washington. D. O.
Huntington, The Show Dog.

Charles A. Brewster, Troy, N. Y.
Jane Addams, Spirit of Youth in City Streets.
Bishop, Sandwich Islands.

Bridgman & Lyman, 108 Main St., Northampton Mass.
The Book of the Indians, Samuel Drake, 3 vols.
True Stories of New England Captives, C. Alice Baker.
The Redeemed Captive, Rev. John Williams, of Deerfield, Mass.

The Burnham Antique Book Store, Boston, Mass.
Douglas Genealogy.
Wild Western Scenes.
White's Life in Christ, 3d ed.

Campion & Co., 1316 Walnut St., Phila., Pa.
Pike's Constitutional History of the House of Lords.
Low's Governance of England.

S. B. Cannell, 340 Pacific Electric Bldg., Los Angeles, Cal.
Set of Appleton's Scientific Library, Subscription ed., in hf. mor. binding. Must be a complete set, in perfect condition, and a bargain.

C. N. Caspar Co., 431 E. Water St., Milwaukee, Wis.
Rawlinson's Herodotus, 4 vols.
McGloin's Louisiana Reports, vol. 2.
Williams, Lithology, latest ed.
Shelley, Poetical Works, vol. 3 only, ed. by Mrs. Shelley. London, 1839.

Central Book Store, 103 W. 12th St., Kansas City, Mo. [Cash.]

Guide for the Perplexed, Maimonidis.
Commentary on above by Gerson.
Ann Boyd, and Mm. Linda, Harben.
Modern Chivalry, Brackenridge.
Amiel's Journal, vol. 1. Macmillan.

City Library, Lowell, Mass.

Poole's Index and Supplements. Quote whole sets or single volumes.

A. S. Clark, 218 Washington St., Peekskill, N. Y.
Any books by Malachi Taylor.

W. B. Clarke Co., 26 Tremont St., Boston, Mass.
De Tocqueville's Memoirs, 2 vols.
Canadian Magazine, June, 1909.
Automobile, Feb. 25, 1909.

Cole Book Co., 69 Whitehall St., Atlanta, Ga.
Campbell's Lives of the Chief Justices of England.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

Among the Turks, Dr. Hamlen.
Light on the Dark River.
Story of Flatland, A. Square. Little, Brown.

College for Women Library, Cleveland, O.
Bookman, July, 1907.
Bryan, Complete Works, ed. by Ofor and Philip.
Commons, J. R., Proportional Representation, rev. ed.
Drahms, The Criminal.
Dugdale, The Jukes.

Irving S. Colwell, 97 Genesee St., Auburn, N. Y.
Lewis H. Morgan's Houses and Housewives of Aborigines.

Connor's Book Store, 232 Meridian St., E. Boston, Mass.

Sedgwick, Ethics.
Bradley, Appearance and Reality.
Schiller's Humanism.
Lecky, European Morals.
James, Sequel to Pragmatism.

Peter Cohan, Grove St., Saratoga Springs, N. Y. [Cash.]

The Gunmaker of Moscow.

D. R. M., P. O. Box 943, N. Y.
Romanæ of a Poor Young Man, clean copy.

Dawson's Book Shop, 518 So. Hill St., Los Angeles, Cal.

California, Arizona and Southwestern books wanted.

Denver Dry Goods Co., Denver, Colo. [Cash.]
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Dewitt & Snelling, 9 Telegraph Ave., Oakland, Cal.

Spiritual Progress, by Mme. Guyon.
An Itinerant House, by Dawson.
My Diary North and South, by Russell.
Story of the Files, by Cummings.
Western J. of Education, April, May, June, 1906; Jan., '09.
Street Laws, by Finlayson. Pub. Los Angeles.
Dickens, Parlor Table Album. Pub. Carleton.
Dickens, Pickwick and Catalogue. Pub. Carleton.
New Trials, by T. C. Spelling. Pub. S. F.
Margaret and Her Bridesmaids, by Stratton.
Sixty Years in California, by Davis.
Cyclopedia of Classified Dates. F. & W.
Historians' History of the World. Pub. Outlook.
Foreign Conspiracy, by S. F. B. Morse.

DeWolfe & Fiske Co., 20 Franklin St., Boston, Mass.

A Week Away from Time.

Dixie Book Shop, 41 Liberty St., N. Y. [Cash.]

Any of Joseph Ritson's Works, 1st ed.
Essays from the "Guardian," 1896, Pater.
Life Insurance items, except Reports.

B. W. Dodge & Co., 43 W. 27th St., N. Y.
Hole in the Wall, by Arthur Morrison.
Cunning Murrell, by Arthur Morrison.
Dorington Deed Box, by Arthur Morrison.
Chronicles of M. Hewitt.

Chas. H. Dressel, 559 Broad St., Newark, N. J. [Cash.]
Golden Treasures of Poetry, Romance and Art.
Pub. by W. F. Hill & Co., 1876.

BOOKS WANTED.—Continued.

- Chas. H. Dressel.—Continued.
The Garland, ed. by Emily Percival. Pub. by J. P. Gilbrick, 1848.
O'Shaughnessy's Music and Moonlight.
E. P. Dutton & Co., 31 W. 23d St., N. Y.
Hoffman's Eucharistic Week.
Book of Common Praise.
The Social Evil, by the Committee of Fifteen.
The Elcheiberger Book Co., 308 N. Charles St. Baltimore, Md.
Peele and Poe, Literary and Historical Activities in North Carolina.
Sanderson, Birds and Poets.
Legends of Detroit.
Putnam's Journal, 1757-'60.
Paul Elder & Co., 239 Grant Ave., San Francisco, Cal.
Rubaiyat of Omar Khayyam, Burgess. Stokes.
Palissy the Potter, Henry Morley.
Emporium, Van Ness and Post St., San Francisco, Cal.
2002 Child Life 100 Years from Now. Originally pub. by Jamieson-Higginson Co., Chicago, Ill.
Geo. Engelke, 855 N. Clark St., Chicago, Ill. [Cash.]
Vol. 4 of Geology of Ill.
Wilson, Dict. of Astrology.
Pierce's Astrology.
Gadbury's Doctrine of Nativity.
The Bloody Junta (pamphlet).
H. W. Fisher & Co., 214 S. 15th St., Phila., Pa.
Hetty Wesley, by Q. Couch. Macmillan.
Buchhandlung Gustav Fock, G. m. b. H., Leipzig, Germany.
Annals of Ophthalmology, vols. 1 to 9, 14 to 16.
Fowler Bros., 543 So. B'way, Los Angeles, Cal.
Lost Ten Tribes of Israel, Dr. Jos. Wilde.
Old Rome and New Italy, Emilie Castellar.
Franklin Bookshop, (S. N. Rhoads,) 920 Walnut St., Phila., Pa.
History of Artillery, by Louis Napoleon.
Scarce War of 1812 items.
Field's Indian Bibliography.
Dickens, 1st Amer. eds. and unusual items.
Ellis and Everhart, No. Am. Pyrenomycetes. 1892.
Britton and Brown's Flora, 3 vols.
Philip H. Furman Co., 363 W. 51st St., N. Y.
Le Roy-Beaulieu, Israel Among Nations.
Fitzgerald, Gilbert and Sullivan Operas. 1902.
Odd vols. of Stoddard's Lectures.
Horton, Howland, Root, Douglas, Bunn Genealogies.
The Galignani Library, 224 Rue de Rivoli, Paris, France.
Curtin's Creation Myths of America.
Brinton's Hero Myths of America.
Brinton's Creation Myths of America.
Gammel's Book Store, Austin, Tex. [Cash.]
American Decisions, vols. 67 to 100.
Texas Almanacs.
Amer. and English Ency. of Law, 2d ed., vols. 21 to 32.
Life of Ben Thompson.
Buckley's Geological Report of Texas.
Green's Texas Digest.
Rose's Notes on Texas Reports.
Hall's Mexican Law.
McGuffey's Readers. About 1850.
Semmes's Service Afloat.
Wilberger's Indians.
J. L. Garner, Delafield, Wis. [Cash.]
Ward's English Dramatic Literature.
Wis. Hist. Soc. Cols., vols. 10, 15.
Dekker's Plays, 4 vols. Pearson.
Dekker's Non-Dramatic Works, 5 vols.
Gillierpie's Book Store, Los Angeles, Cal.
Plates nos. 12, 57, 97 and 124 of Audubon's Quadrupeds of No. America.
Complete set of Audubon's Quadrupeds of No. America; also odd vols.
Audubon's Birds, complete set; also odd vols. Give complete particulars.
Herndon's Life of Lincoln.
Edwin S. Gorham, 37 E. 28th St., N. Y.
The Life of Archbishop Benson, by A. C. Benson, new or second-hand.
A. H. Grant, 356 Bay Way, Elizabeth, N. J. [Cash.]
American City, Feb., 1910. 50 wanted at 15 c
Carpentry and Building, vols. 11, 14-24.
Am. Chem. Jour., run from vol. 7.
Gregory's Bookstore, 116 Union St., Providence, R.I.
Mysteries of Udolpho.
Burdette, Rise and Fall of the Moustache.
Whelpley, Letter-Engraving.
Harland, As It Was Written.
Syrett, Burnt Offering.
H., care of Publishers' Weekly, N. Y.
Hauptmann, The Weavers.
W. Heffer & Sons, 4 Petty Cury, Cambridge, Eng.
American Plant Breeders' Assoc., complete.
Meitzen, History, Theory and Technique of Statistics. 1891.
Heaviside, Electrical Papers.
Heaviside, Electro-Magnetic Theory.
Bruno Hessling Co., Ltd., 64 E. 12th St., N. Y.
Bowers, Specifications.
E. Higgins Co., Grand Rapids, Mich.
Ridpath, History of the World, 9 vols.
Walter M. Hill, 831 Marshall Field Bldg., Chicago, Ill.
Prosper Merimee, Letters of an Unknown. In the Signal Box.
Passing Mother's Portrait, Field.
Thoreau's Works, L. P. ed.
Clarence King's Memoirs. Putnam, 1904.
Anti-Slavery Days, James Clarke.
Webster's Unabridged Lexicon.
Trollope, A., History of Florence, 4 vols.
Browning, Robt., Works, L. P., 17 vols.
Turk, The Legal Code of Alfred the Great.
Lenbe, Special Medical Diary.
Cook, A. S., Extracts from the Anglo-Saxon Laws.
Trial of Oscar Wilde. Paris, 1906.
Greenwood's Ruben Davidger; or, 17 Years a Captain.
Herrick Genealogy.
Hirschfeld Bros., Lim., 13 Furnival St., Holborn, London, E. C., Eng.
Transactions of the American Orthopedic Assoc., vols. 4 and 5.
Ed. Hoch, Carthage, Ill.
Banditti of Fairies, Edw. Bonney.
C. W. Houghton, 21 Bromfield St., Boston, Mass.
Am. Catholic Quarterly, July, 1895; July, '98.
Cosmopolitan, March, 1886; Nov., Dec., '88.
Bookman, May, June, 1895.
No. Am. Review, Jan., 1873; April, '99.
A. J. Huston, 191 Middle St., Portland, Me.
Springer, John S., Forest Life and Forest Trees. New York, 1851.
Maine Law Reports, odd vols.
Log Book of a Captain's Clerk, Sewall.
Lubke's History of Sculpture.
Huston-Tuttle Book Co., Rockland, Me.
Murray's Introduction to the Study of Seaweeds. Macmillan.
Hyland Bros., Portland, Ore.
Mr. Lee's Alphabets.
The Delight Makers, A. F. Bandelier. Appleton.
River of the West, Victor.
Brown's Hist. of Oregon, vol. 1.
George Iles, 5 Brunswick St., Montreal, Can.
Geo. Iles, Flame, Electricity and the Camera, 1st ed. New York, Doubleday, 1900.
International News Co, 83 and 85 Duane St., N. Y.
Harry de Windt, From Paris to New York.
G. A. Jackson, 8 Pemberton Square, Boston, Mass.
Reed, Statutes Frauds.
State Trials, New Series, 8 vols.
Harvard Law Review, odd nos.
20 May, Criminal Law, 2d ed.
Dealers' Catalogues.
William R. Jenkins Co., 851 6th Ave., N. Y.
Thompson's Materia Medica. McEnroe.

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Jennings & Graham, 57 Washington St., Chicago.
Historians' History of the World, 16 vols., Tiffany.

J. E. Jewett, 997 Greene Ave., Brooklyn, N. Y.
Pilgrim's Progress, in Spanish.
Flower Songs for Flower Lovers, Rose Porter.
Shoes of Peace.
Aleph the Chaldean.
Lord's Beacon Lights of History.

The Edward P. Judd Co., New Haven, Conn.
[Cash.]
Editorials from N. Y. Sun.

The Kendrick-Bellamy Stationery Co., Denver, Colo.
Art Thou the Man, Bingham and La Coste.

Kleinteich's Book Store, 1245 Fulton St., Brooklyn, N. Y. [Cash.]

Among Northern Hills, W. C. Prime.
Owl Creek Letters, W. C. Prime.

The Korner & Wood Co., 646 Euclid Ave., Cleveland, O.

Watson's Dog Book, 2 vols. Doubleday, Page & Co.

P. E. Kubel, 220 S. Broadway, Los Angeles, Cal.
Book of Enoch, and Book of Jashar, in English, Polish, French, German or Slavonic.
The Papacy, in Its Social and Intellectual Activity, by Count Von Hoesbroeck.

Niel Morrow Ladd Co., 646 Fulton St., Brooklyn, N. Y.
Sabin's Dictionary, vol. 6, parts from Du Moulin to Furman; also vol. 12, except parts 69 and 70.

C. P. Landman & Co., Toledo, O.
Complete Golfer, by Varden.
The Pedigree of Man, by Haeckel, trans. by O. B. Aveling.
Platonic Studies, by Haeckel, trans. by S. W. Hale.
Last Link, by Haeckel, trans. by Gadon.

G. H. Langworthy, 150 Fifth Ave., N. Y.
Second-hand copies of Science and Health, 1908, '09, '10, flexible cover.

Latin-America Book Co., 203 Front St., N. Y.
Mrs. Chase's Poems. Balto., 1822.
Burton, Arabian Nights, 17 vols., Denver ed.
Flaubert, Madame Bovary, cheap ed.
Fielding, Tom Jones, cheap ed.
Byron, Don Juan, cheap ed.
Holland, Travels in the Orient and Holy Land(?).
Heap, Central Route to the Pacific. Phila., 1854.
Hassaurek, Four Years Among Span. Americans.

Charles E. Lauriat Co., 385 Washington St., Boston
Emigrant Ship, Russell.
Danish Sweetheart, Russell.
Intimation of Eternal Life, Caroline C. Leighton. Boston, 1891.
Mrs. Partington's Sayings.
Lyon's Colonial Furniture.
Commercial Organization, Lewis.
Story of New York House, Bunner. Scribner.
Way of the Sea, Duncan. McClure.
Purple and Fine Linen, Post. Appleton.
Puppet Crown, MacGrath. Bobbs.
Fairy Tales from Afar, Grundtwig.
Puss Cat Mew, Knatchbal.
Grammer Gretchel, Grimm.
Century Atlas. 1900 or later.
Earhart's Systematic Study in Elementary Schools, good second-hand copy.
The Vagabonds, Josephine Preston Peabody. 1898.
Deck and Port, Colton.

Lemcke & Buechner, 30 W. 27th St., N. Y.
Sieveking, Gardens Ancient and Modern.
Newton, Dictionary of Birds.

Lib. Univ. of Wisconsin, Madison, Wis.
Martens, Adolph, Handbook of Testing Material, 2 vols. Wiley, 1899.

Little, Brown & Co., 34 Beacon St., Boston.
Greenleaf's Practical Arithmetic.
Bohemians of the Latin Quarter, Henry Murger.
Mätzner's English Grammar, 3 vols. Pub. by Roberts Bros., 1875.

Geo. E. Littlefield, 67 Cornhill, Boston, Mass. [Cash.]

Willard Memoirs.

Louisville Free Public Library, Louisville, Ky.

Carlton, A. B., Law of Homicide.

W. H. Lowdermilk & Co., Washington, D. C.

Brinton, The Religious Sentiment.
Corbin, Life of Maury.
Bickley, George Fox and the Early Quakers.
Watson, Life of George Fox.
Franzos, For the Right.
Franzos, Judith Trachtenberg.
Johnston, Narrative of Military Operations.
Hood, Advance and Retreat.
Schaff, Church and State in U. S.
The South in the Building of the Nation, 12 vols.
Rose, Life of Napoleon.
Garland, Main Travelled Roads.
Engelmann, Botanical Works, ed. by Trelease and Gray.
Dunlap, History of American Theatre.

McDevitt-Wilson, 30 Church St., N. Y.
Retrospect of Early Quakerism, by E. Michener.
Atlas U. S. Exploring Expedition, by Wilkes.
Set of Gaboriau's Works.

John Jos. McVey, 1229 Arch St., Phila., Pa.

Allen, Anatomy, 6 vols. Lea.

Burys, History of the Late Roman Empire, 2 vols.

Henry Malkan, 42 Broadway, N. Y.

Likeness of the Night, by W. K. Clifford.
Ross, Red River Settlement.
Tyrrell, Across Sub-Arctic of Canada.
Pike, Barren Grounds of Northern Canada.
O'Callaghan, Records of New Amsterdam, 7 vols.
M. Markowitz, 297 Bowery, N. Y.

Howell's Physiology.
De Costa, Surgery.
Anders, Pract. of Med.
Cushney's Pharmacology.
Hirst, Obstetrics.
Abbott's Bacteriology.
Gray's Anatomy.
Cunningham's Anatomy.
Kirk's Physiology.
Osler, Pract. of Med.
Must be latest ed., second-hand.

Henry L. Mason, 492 Boylston St., Boston, Mass.
I wish copies of books (musical) by Dr. Lowell Mason.

Medicus, Kirkwood, Mo.
The Mystery of Pain, Hinton.
Dogs of Scotland, Gray.
Anything published before 1860 on the Scotch Terrier.

Edward Mills, 607 Chestnut St., St. Louis, Mo.
De Forno's Spanish Method.
Any large Spanish Dictionary.
Lewis and Clark's, 16mo, vol. 1. Harper, 1861.

William H. Miner, Cedar Rapids, Ia.
Records of the State of North Carolina, complete set, or vols. 11 to 26 inclusive.
Scribner's Stories by Foreign Authors, 10 vols.
Works of John Witherspoon. About 1800.
Warner, Walks from Eden.
Warner, House of Israel.
Warner, Star Out of Jacob.
Symonds, Essays, Speculative, etc.
Stimson, Stage Coach to Pulpit.
Stillman, Old Rome and New.
Book on Apples. Pub. by State of New York.
Book on Grapes. Pub. by State of New York.
Roughing It, Mark Twain, orig. illus. ed.

Morris Book Shop, 165 Wabash Ave., Chicago, Ill.
Studio, English ed., vols. 1, 2.
Redfern, Royal and Historic Gloves.
James, Princess Casamassima.
Aphrodite, illustrated, English trans.
Catholic Encyclopedia, complete set.

M. W. Mounts, 602 Wylie Ave., Pittsburgh, Pa.
Mrs. Hill's Choice Recipes.
How to Advertise a Retail Store, by Edgar.
Wheeling Through Europe, by Garrison.
Binn's Justice, Purdon's Digest.

Munn & Co., 361 Broadway, N. Y. [Cash.]
Play Book of Science, by Pepper.

John J. Newbegin, 315 Sutter St., San Francisco, Cal.

Street's Episodes.

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D. H. Newhall, 154 Nassau St., N. Y. [Cash.]
 Rhodes's History of U. S., also vols. 6 and 7, brown cl.
 Dana, Recollections of Civil War.
 Canisius, Lincoln, Vienna. 1867.
 Choosing Abe Lincoln Captain.
 Coffin, Abraham Lincoln.
 With Rod and Line in Colo. Denver, 1884.
 Crofutt, Tourists' Guide.
 Dana, Lincoln and His Cabinet.
 Devol, 40 Years a Gambler.
 Emory's Notes, pp. 619.
 Fergus's Hist. Series, no. 10.
 Field, Memories of Many Men.
 Forney, Anecdotes, 2 vol. ed.
 Foster, Abraham Lincoln. London, 1885.
Nusbaum Book and Art Co., 100-102 Granby St., Norfolk, Va.
 Encyclopædias, second-hand, latest eds.
 Books on Virginia.
Old Corner Book Store, 27 Bromfield St. Boston, Mass.
 Journals of T. E. White. Pub. by Grafton Press.
P. O. Box 611, Portland, Conn. [Cash.]
 Freeman's History Norman Conquest, vol. 5 only.
 Thomson's The Land and the Book, vol. entitled "So, Palestine and Jerusalem", only.
 Baring-Gould, Lives of the Saints, odd vols.
Philadelphia Book Co., 17 S. 9th St., Phila., Pa.
 Hawaiian Planter, vols. 1 to 9, 16, 18, 24, 26, 28, or odd nos. in these volumes.
 Pigeon Pie, by Sylvester and Young. Pub. by Dutton.
 Evans, Millwright and Young Miller's Guide.
 Craik, A Practical Amer. Millwright and Miller.
Philadelphia Magazine Depot, 326 N. 10th St., Phila., Pa. [Cash.]
 Tid-Bits, job lots, must be cheap.
 Annals of Am. Academy, Phil., 1890-1901, job lot.
 Magazine of Am. History, March to June, Oct., 1877; March, '93.
Teolin Pillot Co., 409 Main St., Houston, Tex.
 Young Folks' Library, ed. by Thos. B. Aldrich.
Presbyterian Board of Pub., 400 Sutter St., San Francisco, Cal.
 Wolfe, Other Things Being Equal. McClurg.
 The Henchman, Luther. Macmillan.
C. J. Price, 1126 Walnut St., Phila., Pa.
 Madame de Hausset's Memoirs, 8vo, cl., London ed. 1864.
 Queen Hortense, by Wraxall, cr. 8°, cl. Lond., 1864.
 Gibson's Mems. of the Bastille, 12mo, cl. London, 1802.
 Mark Lemon's Fairy Tales, 12mo, cl.
 Lord Penzance, Bacon, A Judicial Summary of, 12mo, cl.
 Baconia, by Willis.
 Lang's Myths, Ritual and Religious.
 Potts, Mrs., Did Francis Bacon Write Shakespeare?
 Reminiscences, illus. by Jona. Skelton.
 Thorold Rogers, Historical Gleanings.
 Mackail, J. W., William Morris.
 Mary Woolstonecraft's Letters from London.
 Macquoid, In the Ardennes.
 Walter Scott's JI., 2 vols., 8vo, cl., Eng. ed.
G. P. Putnam's Sons, 27 W. 23d St., N. Y.
 Quotations received by mail only:
 Huysman, Cathedrals.
 Morehead, Wanneta the Sioux, Ajax Ser.
 Poe's Works, Tamerlane ed., 10 vols.
 Clarence King Memoirs.
 Rostand, Cyrano de Bergerac, in English.
 Bracebridge, Shakespeare No Deer Stealer. Pub. in 1862.
Raymer's Old Book Store, Seattle, Wash.
 Gospel Worker's Treasury, Lorenz.
 Hymns That Have Helped Me, Stead.
 De Smet's Early Missions.
G. F. Reifsnieder, 114 E. 59th St., N. Y.
 Great Cronin Mystery.
 Bain's Rhetoric and Composition, pt. 1.
 I. C. S. Book on Spanish.
 I. C. S. Book on Italian.
 Old Heidelberg, 2d ed.
Peter Reilly, 133 N. 13th St., Phila., Pa.
 Tipson, Theory of Accounts.
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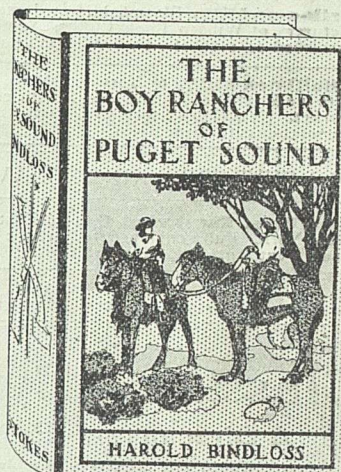
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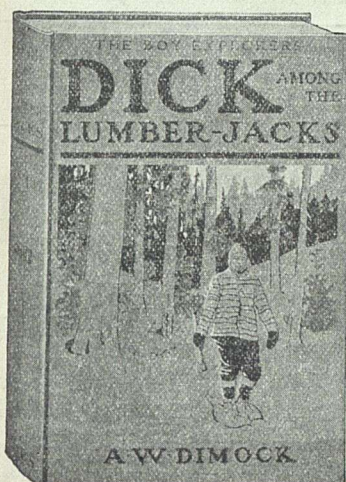
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